

PROFESSIONAL MARKET STUDY  
FOR THE MAPLE SQUARE II APARTMENTS  
A PROPOSED LIHTC ELDERLY DEVELOPMENT

LOCATED IN:  
JEFFERSON, JACKSON COUNTY, GA

*PREPARED FOR:*  
*MAPLE SQUARE II APARTMENTS, L.P.*

PREPARED BY:  
KOONTZ and SALINGER  
P.O. BOX 37523  
RALEIGH, NC 27627-7523

MAY 2018

## Table of Contents

	Page
Section A - Executive Summary	3
Section B - Project Description	
Assignment & Project Description	17
Section C - Site Evaluation	
Site & Neighborhood Description	19
Summary	30
Section D - Market Area Description	
Market Area Description	31
Section E - Community Demographic Data	
Population Trends, Projections, Characteristics	35
Household Characteristics	41
Income Characteristics	43
Section F - Employment Trend	
Labor Force Trends & Economic Base	47
Summary	54
Section G - Demand Analysis	
Income Threshold Parameters	60
Demand Analysis - Effective Demand Pool	63
Demand Analysis - Effective Tenant Pool	66
Upcoming Direct Competition	67
Capture Rate Analysis	70
Negative Impact	73
Section H - Competitive Environment - Supply Analysis	
Supply Analysis	74
Survey of the Competitive Environment	84
Section I - Absorption & Stabilization Analysis	100
Section J - Interviews	101
Section K - Conclusion & Recommendation	102
Market Rent Advantage	104
Sections L & M - Identity of Interest & Representation	117
NCHMA Market Study Index	120
Appendix A - Data Set	123

**SECTION A**  
**EXECUTIVE SUMMARY**

**1. Project Description:**

- **Brief description of project location including address and/or position relative to the closest cross-street.**
- The proposed LIHTC apartment development is located off US Highway 129 Business, approximately 1 mile north of US Highway 29 and 2.5 miles south of I-85. The site is located in the northwestern portion of Jefferson, within the city limits.
- **Construction and occupancy types.**
- The proposed new construction development project design comprises nine one-story, 4-plex and 6-plex residential buildings. The development design provides for 112-parking spaces. The development will include a clubhouse/community room, central laundry, and manager's office. The units are designed with a study that can be converted to an additional bedroom if needed for a caregiver. The proposed *Occupancy Type* is **Housing for Older Persons** (age 55+).
- **Unit mix including bedrooms, bathrooms, square footage, income targeting rents, utility allowance.**

**Project Mix**

PROPOSED PROJECT PARAMETERS			
Bedroom Mix	# of Units	Unit Size (Heated sf)	Unit Size (Gross sf)
1BR/1b w/study	12	938	1,026
2BR/2b w/study	44	1,231	1,339
Total	56		

**Project Rents:**

The proposed development will target approximately 20% of the units at 50% or below of area median income (AMI) and approximately 80% of the units at 60% AMI. Rent excludes water, sewer and includes trash removal.

PROPOSED PROJECT RENTS @ 50% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b w/study	3	\$450	\$109	\$559
2BR/2b w/study	9	\$525	\$145	\$670

PROPOSED PROJECT RENTS @ 60% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b w/study	9	\$475	\$109	\$584
2BR/2b w/study	35	\$550	\$145	\$695

\*Based upon Energy Consulting, Inc., Utility Allowance Estimates.

- **Any additional subsidies available including project based rental assistance (PBRA).**
- The proposed LIHTC development will not include any PBRA or other subsidies. The proposed LIHTC development will accept deep subsidy Section 8 vouchers.
- **Brief description of proposed amenities and how they compare to existing properties.**
- Overall, the subject will be competitive to very competitive with all of the existing program assisted and market rate apartment properties in the market regarding the unit and the development amenity package.

**\*Site Description/Evaluation:**

- **A brief description of physical features of the site and adjacent parcels. In addition, a brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural).**
- The approximately 13.8-acre, polygon shaped tract is mostly wooded and relatively flat. At present, no physical structures are located on the tract. The site is not located within a 100-year flood plain.
- The overall character of the neighborhood in the immediate vicinity of the site can be defined predominantly as a mixture of: multi-family, low density single-family development, commercial and institutional land use. In addition, the immediate area contains several large vacant tracts of land.
- Directly north and northwest of the site, on the opposite side of Story Lane, is vacant land and low density single-family development. Directly south of the site are: a fire station, the Jackson County Farm Bureau, and a pediatric clinic. On the opposite side of US Highway 29

Business, south of the site, is vacant land. Directly west and northwest of the site is Phase I of Maple Square. Directly west of the tract along US Highway 29 Business is low density single-family development, along with a few farm properties. Directly east of the tract along US Highway 29 Business are low density single-family development, and several commercial and institutional properties.

- ***A discussion of site access and visibility.***
- Access to the site is available off US Highway 29 Business. US Highway 29 Business is a primary connector that links the site with US 29 to the north and Downtown Jefferson to the south. It is a low to medium density traveled road, with a speed limit of 55 miles per hour in the immediate vicinity of the site. Also, the location of the site off US Highway 29 Business does not present problems of egress and ingress to the site.
- The site offers very good accessibility and linkages to area services and facilities. The areas surrounding the site appeared to be void of negative externalities, including: noxious odors, close proximity to high tension power lines, cemeteries, rail lines and junk yards.
- ***Any significant positive or negative aspects of the subject site.***
- Overall, the field research revealed the following strengths and weaknesses of the subject in relation to subject marketability.

<b>SITE/SUBJECT ATTRIBUTES:</b>	
<b>STRENGTHS</b>	<b>WEAKNESSES</b>
Good accessibility to services, trade, and health care facilities	
Good linkages to area road system	
Nearby road speed and noise are acceptable	
Surrounding land uses are acceptable	

- ***A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc.***
- Ready access is available from the site to the following: major retail trade and service areas, employment opportunities, schools, and area churches. All major facilities within Jefferson can be accessed within a 5 to 10-minute drive. At the time of the market study, no significant infrastructure development was in progress within the vicinity of the site.

- **An overall conclusion of the site's appropriateness for the proposed development.**
- The site location is considered to be very marketable. In the opinion of the analyst, the proposed site location offers attributes that will greatly enhance the rent-up process of the proposed LIHTC development.

**3. Market Area Definition:**

- **A brief definition of the primary market area including boundaries of the market area and their approximate distance from the subject property.**
- The Primary Market Area for the proposed multi-family development consists of the following 2010 census tracts in Jackson County: 101 (.01,.02.03), 102, 106, and 107 (.01,.02.03).
- Jefferson is the largest populated place in the PMA, representing approximately 21% of the total population.
- Jefferson is the trade area for the PMA regarding employment opportunities, finance, retail trade, entertainment and health care services. Commerce is located about 12 to 13 miles east of Jefferson, and is considered to be one of the major geographic areas that comprise the Secondary Market Area.

The PMA is bounded as follows:

Direction	Boundary	Distance from Subject Site
North	Hall & Banks Counties	7.5 - 10 miles
East	Commerce PMA	7 miles
South	Barrow & Clarke Counties	7.5 - 13 miles
West	Barrow & Hall Counties	10 - 12 miles

**4. Community Demographic Data:**

- **Current and projected household and population counts for the primary market area. For senior reports, data should be presented for both overall and senior households and populations/households.**
- Total population and household gains over the next two years, (2019-2021) are forecasted for the PMA at a moderate rate of growth, represented by a rate of change approximating +1.47% per year. In the PMA, in 2019, the total population count was 51,100 with a projected increase to 52,617 in 2021.
- Population gains over the next two years, (2019-2021) are forecasted for the PMA for the 55 and over age group

continuing at a very significant rate of increase, with a forecasted rate of growth approximating +3.53% per year. In the PMA, in 2019, for population age 55 and over, the count was 13,858 with a projected increase to 14,853 in 2021. In the PMA, in 2019, for households age 55 and over, the count was 7,690 with a projected increase to 8,180 in 2021.

- ***Households by tenure including any trends in rental rates.***
- The 2019 to 2021 tenure trend revealed an increase in both owner-occupied and renter-occupied tenure in the PMA for households age 55 and over. The tenure trend (on a percentage basis) slightly favors renter households.
- ***Households by income level.***
- It is projected that in 2021, approximately **8.5%** of the elderly owner-occupied households age 55+ in the PMA will be in the subject property 50% AMI LIHTC target income group of \$16,770 to \$25,450.
- It is projected that in 2021, approximately **19%** of the elderly renter-occupied households age 55+ in the PMA will be in the subject property 50% AMI LIHTC target income group of \$16,770 to \$25,450.
- It is projected that in 2021, approximately **12.5%** of the elderly owner-occupied households age 55+ in the PMA will be in the subject property 60% AMI LIHTC target income group of \$17,520 to \$30,540.
- It is projected that in 2021, approximately **26.5%** of the elderly renter-occupied households age 55+ in the PMA will be in the subject property 60% AMI LIHTC target income group of \$17,520 to \$30,540.
- ***Impact of foreclosed, abandoned and vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development should be discussed.***
- The foreclosure problem is still very much evident Nationwide, Statewide, as well as in Jefferson and Jackson County. ForeclosureListings.com is a nationwide data base with just under 1,270,000 listings, including 83.7% foreclosures, 6.9% short sales, and 9.4% auction listings. As of 03/31/2018, there were 117 foreclosure listings, 11 short sale listings and 6 sheriff sale listings in the PMA. Some 25 listings had a value of >\$300,000, including three listed at more than \$500,000. Only 29 had a value of less than \$100,000, and many of these would be unsuitable for occupancy by elderly based on publicly available information.
- In Jefferson and the surrounding area, the relationship between the local area foreclosure market and existing LIHTC supply is not crystal clear. However, given the

somewhat small number of foreclosures in the PMA, it can be assumed that foreclosures have little effect on demand and occupancy in LIHTC properties.

- Note: Recent anecdotal news information points to the fact that the majority of the foreclosed properties were occupied by first time buyers or move-up buyers, of which the majority were younger households, still in the job market, (at the time) versus elderly homeowners. The recent recession and current slow recovery magnified the foreclosure problem and negatively impacted young to middle age homeowners more so than the elderly.

## **5. Economic Data:**

- ***Trends in employment for the county and/or region. Employment should be based on the number of jobs in the county (i.e., covered employment).***
- The rate of employment loss between 2008 and 2009, was very significant at almost -7%, representing a net loss of -1,796 workers. The rate of employment gain between 2010 and 2015 was significant at approximately +2.7% per year. The 2016 to 2017 rate of gain continued at a very significant pace at +5.35%, represented by an increase of 1,700 jobs.
- Covered (at place) employment in Jackson County increased each year between 2010 and 3<sup>rd</sup> Quarter in 2017. Much of the recent covered employment growth is attributed to the on-going development activity along the I-85 transportation corridor.
- ***Employment by sector for the county and/or region.***
- The top four employment sectors in the County are: manufacturing, trade, government and service. The 2018 forecast, is for the healthcare sector to increase and the manufacturing sector to stabilize.
- ***Unemployment trends for the county and/or region for the past 5 years.***
- Monthly unemployment rates in 2017 were much improved when compared to the 2009 to 2014 period. Monthly unemployment rates in 2017 were for the most part improving on a month to month basis, ranging between 3.2% and 4.2%.
- The National forecast for 2018 is for the unemployment rate to approximate 3.5% to 4%. Typically, during the last five years, the overall unemployment rate in Jackson County has been below the state and national average unemployment rates. The annual unemployment rate in 2018 in Jackson County is forecasted to continue to decline, to the vicinity of 3% to 3.5% and improving on a relative year to year basis.

- ***A brief discussion of any recent or planned major employment contractions or expansions.***
- The Jefferson-Jackson County local economy is very well diversified, with the major sectors of economy comprised of: manufacturing, local government and education, and a sizable service and trade sector.
- Several economic development organizations including the Alliance for Economic Development, the Jackson County Industrial Development Authority, the Jackson County Area Chamber of Commerce, as well as the City of Jefferson and Jackson County governments work to promote Jackson County and Jefferson and provide information on sites and opportunities for business relocation and expansion. Jackson County is home to 17 business/industrial parks and 30 industrial sites total, with well over 7,000 acres available for development.
- Jackson County remains a prime location for businesses that are looking to open or relocate manufacturing plants, distribution centers and other types of industrial business facilities. Situated between three metropolitan statistical areas (Atlanta, Gainesville and Athens) and with six interchanges on I-85, the county provides easy transportation access for any company needing to distribute products and reach customers anywhere between Atlanta and Charlotte. Firms that have distribution centers in the area include Kubota, Williams-Sonoma Inc., Taekuchi US, Ollies's Bargain Outlet and Amazon, among others.
- Significant recent announcements and openings include:
- On June 1, 2017, Amazon.com announced plans for a new fulfillment center in Jefferson, Georgia. When opened, Amazon will create 1,000 new full-time jobs at the facility. The location is within the I-85 corridor and will be the second investment in Jackson County in the past year.
- On February 8, 2017, FedEx confirmed its plan to locate a new FedEx Ground facility in Braselton. The parcel service plans to invest around \$24 million to construct a new 367,000 SF distribution center which is expected to be completed in August 2018. No specific information is available regarding the number of jobs that will be created.
- On July 1, 2016, the Georgia Department of Economic Development announced that Hubbell Incorporated, an international manufacturer of quality electrical and electronic products for a broad range of non residential and residential construction, industrial and utility applications, will create 100 new jobs in Jackson County. The new Hubbell Incorporated Warehouse and Distribution Facility will be located in the Jefferson Distribution Industrial Park.

- **An overall conclusion regarding the stability of the county's overall economic environment. This conclusion should include an opinion if the current economic environment will negatively impact the demand for additional or renovated rental housing.**
- The Jefferson - Jackson County area economy has a large number of low to moderate wage workers employed in the service, trade, and manufacturing sectors. Given the good location of the site, with good proximity to several employment nodes, the proposed subject development will very likely attract potential elderly renters from those sectors of the workforce who are in need of affordable housing, a reasonable commute to work, and still participating in the local labor market.
- Recent economic indicators in 2016 and 2017 are very supportive of an improving (in terms of growth) local economy into 2018. The increasing internal growth in population and continuing in-migration of population led to, and is continuing to lead to significant growth in local area service and trade employment, specifically job growth in: the local health care system, school system, local government and growth in the number of small businesses and large scale retail trade establishments.
- In addition, Jefferson and Jackson County will continue to become a destination point for (1) working class population owing to the increasing size of the service sector, in particular the healthcare and retail trade sectors, and (2) retirees and empty nesters relocating to the area. These scenarios, in turn, will result in employment growth in the local area service and trade sectors.
- For that portion of the 55 to 65 elderly subject target group that still desires or needs to continue working on a part-time basis, the Jefferson and Jackson County local economy provides many opportunities. The majority of the opportunities are in the local service and trade sectors of the economy. The Jefferson - Jackson County area economy has a large number of low to moderate wage workers employed in the service, trade, and manufacturing sectors. Given the good location of the site, with good proximity to several employment nodes, the proposed subject development will very likely attract potential elderly renters from those sectors of the workforce who are in need of affordable housing, a reasonable commute to work, and still participating in the local labor market.

**6. Project-Specific Affordability and Demand Analysis:**

- **Total demand estimate within the proposed development target income range. For senior projects, this should be adjusted for age 55+ or 62+.**
- The demand estimate for the proposed LIHTC elderly development (age 55+) is 338. Based on current estimates and projections, in 2021 an estimated 28.5% of all renter households will be income eligible for the subject at the proposed rent levels.
- **Overall estimate of demand based on DCA's demand methodology.**
- The total demand estimate for the proposed LIHTC elderly development taking into consideration like-kind competitive supply introduced into the market since 2016 is 298.
- Capture Rates:

Proposed Project Capture Rate All Units	18.8%
Proposed Project Capture Rate LIHTC Units	18.8%
Proposed Project Capture Rate LIHTC Units @ 50% AMI	10.8%
Proposed Project Capture Rate LIHTC Units @ 60% AMI	23.5%
Proposed Project Capture Rate Market Rate Units	Na

- **A conclusion regarding the achievability of the above Capture Rates.**
- The above capture rates are well below the GA-DCA thresholds. They are considered to be a reliable quantitative indicator of market support for the proposed subject development.

**7. Competitive Rental Analysis:**

- **An analysis of the competitive properties in the PMA.**
- At the time of the survey, the overall estimated vacancy rate of the surveyed program assisted apartment properties was 1.3%.
- At the time of the survey, the overall estimated vacancy rate of the surveyed USDA-RD properties was 5.9%. Both properties maintain a waiting list.
- At the time of the survey, the overall estimated vacancy rate of the surveyed LIHTC family properties was 1.0%. One of the two properties has a waiting list.
- At the time of the survey, the overall estimated vacancy rate of the surveyed LIHTC elderly properties was 0%. All three properties have a waiting list, ranging in size between 40 and 192 applicants.
- At the time of the survey, the overall estimated vacancy rate of the surveyed market rate apartment properties was 0.6%.
- **Number of properties.**
- Seven program assisted properties targeting the general and elderly population representing 452 units.
- Seven market rate properties representing 354 units, inclusive of 22 market rate units at one LIHTC family property.
- **Rent bands for each bedroom type proposed.**

Bedroom type	Rent Band (Subject)	Rent Band (Market Rate)
1BR/1b	\$450-\$475	\$500 - \$705
2BR/1b	Na	\$525-\$800
2BR/2b	\$525-\$550	\$550 - \$950
3BR/2b	Na	\$850 - \$900

- **Average Market rents.**

Bedroom type	Average Market Rent
1BR/1b	\$661 (Adjusted = \$660)
2BR/1b	Na
2BR/2b	\$766 (Adjusted = \$790)
3BR/2b	Na

**8. Absorption/Stabilization Estimate:**

- **An estimate of the number of units to be leased at the subject property, on average.**
- The forecasted rent-up scenario exhibits an average of 15-units being leased per month.
- **Number of units expected to be leased by AMI Targeting.**

AMI Target Group	Number of units Expected to be Leased*
50% AMI	12
60% AMI	44

\* at the end of the 4-month absorption period

- **Number of months required for the project to reach stabilization of 93% occupancy.**
- A 93% occupancy rate is forecasted to occur within 4-months of the placed in service date. Stabilized occupancy, subsequent to initial lease-up is expected to be 93% or higher up to but no later than a three month period, beyond the absorption period.
- **The absorption rate should coincide with other key conclusions. For example, insufficient demand or unachievable rents should be reflected in the absorption rate.**
- A reconciliation of the proposed LIHTC net rents by bedroom type with current average market rate net rents by bedroom type are supportive of the forecasted absorption and stabilization periods.

**9. Overall Conclusion:**

- ***A narrative detailing the key conclusions of the report including the analyst's opinion regarding the potential for success of the proposed development.***
- Based upon the analysis and the conclusions of each of the report sections, it is recommended that the proposed application **proceed forward based on market findings, as presently configured.**
- Elderly population and household growth is significant to very significant, with annual growth rates approximating +3.53% to +3.14% per year, respectively.
- At the time of the survey, the overall estimated vacancy rate of the surveyed LIHTC elderly properties was 0%. All three properties have a waiting list, ranging in size between 40 and 192 applicants.
- At the time of the survey, Maple Square I (LIHTC elderly) had 192-applicants on the waiting list, of which around 90 were for a 1BR unit and 102 for a 2BR unit. The development was 100% occupied within 3-months of opening.
- At the time of the survey, Main Street Braselton (LIHTC elderly) had 40-applicants on the waiting list. The development was 100% occupied within 9-months of opening.
- At the time of the survey, Mason Manor (LIHTC elderly) had 43-applicants on the waiting list, 18 were for a 1BR unit & 25 for a 2BR unit. The development was 100% occupied within 3-months. At the time of the survey, the overall estimated vacancy rate of the surveyed elderly apartment properties was less than 1%, at approximately 0.3%.
- In the area of unit size, by bedroom type, the subject will offer a competitive unit size, based on the proposed floor plans.
- The 1BR net rent advantage at 50% AMI is estimated at 32%. At 60% AMI the 1BR net rent advantage is estimated at 28%.
- The 2BR net rent advantage at 50% AMI is estimated at 33%. At 60% AMI the 2BR net rent advantage is estimated at 30%.
- The overall project rent advantage is estimated at 30.5%.
- The proposed development will not negatively impact the existing supply of program assisted LIHTC elderly properties within the subject PMA. Currently the existing LIHTC elderly developments located within the Jefferson competitive environment are 100% occupied, with waiting list ranging in size between 40 and 192 applicants.

Summary Table				
Development Name: Maple Square II			Total Number of Units: 56	
Location: Jefferson, GA (Jackson Co)			# LIHTC Units: 56	
PMA Boundary: North 7.5-10 miles; East 7 miles South 7.5-13 miles; West 10-12 miles			Farthest Boundary Distance to Subject: 13 miles	
Rental Housing Stock (found on pages 83 - 96)				
Type	# Properties	Total Units	Vacant Units	Avg Occupancy
All Rental Housing	14	806	8	99.0%
Market Rate Housing	7	354	2	99.4%
Assisted/Subsidized Housing Ex LIHTC	3	68	4	94.1%
LIHTC	5	384	2	99.5%
Stabilized Comps	8	494	1	99.8%
Properties in Lease Up	Na	Na	Na	Na

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
Number Units	Number Bedrooms	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Adv (%)	Per Unit	Per SF
12	1	1	1026	\$450-\$475	\$660	\$.90	28-32%	\$705	\$.72
44	2	2	1339	\$525-\$550	\$790	\$.77	30-33%	\$900	\$.77

Demographic Data (found on pages 42 & 45)						
	2014		2019		2021	
Renter Households	996	15.40%	1,192	15.50%	1,271	15.54%
Income-Qualified Renter HHs (LIHTC)	318	31.93%	348	29.18%	360	28.31%
Income-Qualified Renter HHs (MR)	Na	%	Na	%	Na	%

<b>Targeted Income Qualified Renter Household Demand (found on pages 67 &amp; 68)</b>						
<b>Type of Demand</b>	30%	50%	60%	MR	Other	Overall
Renter Household Growth		9	14			23
Existing Households (Overburdened + Substandard)		119	189			308
Homeowner Conversion (Seniors)		3	4			7
<b>Total Primary Market Demand</b>		131	207			338
Less Comparable Supply		20	20			40
<b>Adjusted Income-Qualified Renter HHs</b>		111	187			298
<b>Capture Rates (found on pages 69 &amp; 70)</b>						
<b>Targeted Population</b>	30%	50%	60%	MR	Other	Overall
Capture Rate		10.8%	23.5%			18.8%

**MARKET STUDY FOLLOWS**

SECTION B  
PROPOSED PROJECT  
DESCRIPTION

The proposed Low Income Housing Tax Credit (LIHTC) multi-family development will target elderly households, age 55 and over in Jefferson and Jackson County, Georgia. The subject property is located off US 129 Business, 1 mile north of US 29 and 2.5 miles south of I-85.

**Scope of Work**

The market study assignment was to ascertain market demand for a proposed new construction multi-family LIHTC HFOP (55+) development to be known as the Maple Square II Apartments, for the Maple Square II Apartments, L.P., under the following scenario:

**Project Description:**

PROPOSED PROJECT PARAMETERS			
Bedroom Mix	# of Units	Unit Size (Heated sf)	Unit Size (Gross sf)
1BR/1b w/study	12	938	1,026
2BR/2b w/study	44	1,213	1,339
Total	56		

The proposed new construction development project design comprises nine one-story, 4-plex and 6-plex residential buildings. The development design provides for 112-parking spaces. The development will include a separate building to be used as a clubhouse / community room, central laundry, and manager's office.

The proposed **Occupancy Type** is **Housing for Older Persons** (age 55+).

**Project Rents:**

The proposed development will target approximately 20% of the units at 50% or below of area median income (AMI) and approximately 80% of the units at 60% AMI. Rent excludes water, sewer, and includes trash removal.

PROPOSED PROJECT RENTS @ 50% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b w/study	3	\$450	\$109	\$559
2BR/2b w/study	9	\$525	\$145	\$670

\*Based upon Energy Consulting, Inc., Utility Allowance Estimates.

PROPOSED PROJECT RENTS @ 60% AMI				
Bedroom Mix	# of Units	Net Rent	Utility Allowance*	Gross Rent
1BR/1b w/study	9	\$475	\$109	\$584
2BR/2b w/study	35	\$550	\$145	\$695

\*Based upon Energy Consulting, Inc., Utility Allowance Estimates.

The proposed LIHTC new construction HFOP (55+) development will not have any project based rental assistance, nor private rental assistance.

### **Project Amenity Package**

The proposed development will include the following amenity package:

#### **Unit Amenities**

- range
- microwave
- central air
- smoke alarms
- carpet
- storage
- energy star refrigerator
- energy star dish washer
- cable ready
- washer/dryer hook-ups
- window coverings
- patio

#### **Development Amenities**

- manager's office
- laundry facility
- community garden
- equipped playground
- community building
- covered porch
- equipped computer center
- covered pavilion w/picnic and barbeque grills

The projected first year that the Maple Square II Apartments will be placed in service as a new construction property, is mid to late 2020. The first full year of occupancy will be in 2021. Note: The 2018 GA QAP states that "owners of projects receiving credits in the 2018 round must place all buildings in the project in service by December 31, 2020".

The architectural firm for the proposed development is McKean & Associates Architects, LLC. At the time of the market study, the floor plans and elevations had not been completed. However, the conceptual site plan submitted to the market analyst was reviewed.

Utility estimates are based upon Energy Consulting, Inc. Tenant Utility Allowance estimates for Maple Square II. Effective date: 5/4/2018.

**SECTION C**

**SITE & NEIGHBORHOOD**

The site of the proposed elderly LIHTC apartment development is located off US Highway 129 Business, approximately 1 mile north of US Highway 29 and 2.5 miles south of I-85. The site is located in the northwestern portion of Jefferson, within the city

limits. Specifically, the site is located in Census Tract 107 and Zip Code 30549.

Note: The site is not located within a Qualified Census Tract (QCT), nor a Difficult Development Area (DDA).

Street and highway accessibility are very good relative to the site. Ready access is available from the site to the following: major retail trade and service areas, employment opportunities, local health care providers, and area churches. All major facilities in the city can be accessed within a 5 to 10 minute drive. At the time of the market study, no significant infrastructure development was in progress within the immediate vicinity of the site.

**Site Characteristics**

The approximately 13.8-acre, polygon shaped tract is mostly wooded and relatively flat. At present, no physical structures are located on the tract. The site is not located within a 100-year flood plain. Source: FEMA website (www.msc.fema.gov), Map Number 13157C0140C, Panel 140 of 352, Effective Date: December 17, 2010. All public utility services are available to the tract and excess capacity exists. However, these assessments are subject to both environmental and engineering studies.

The subject site is zoned MFR - Multi-Family Residential District, subject to a conditional use permit. The surrounding land use and zoning around the site are detailed below:

Direction	Existing Land Use	Zoning
North	Vacant & SF Residential	R2 & County
East	MF Under Construction	C2
South	Vacant & Commercial	C2
West	Vacant, Institutional, SF Residential	C2

C2 - Highway Commercial District  
R2 - Medium Density Residential District

Source: Official Zoning Map of Jefferson, GA

## Crime & Perceptions of Crime

The overall setting of the site is considered to be one that is very acceptable for residential development and commercial development within the present neighborhood setting. The site and the immediate surrounding area is not considered to be one that comprises a "high crime" neighborhood. The most recent crime rate data for Jackson County reported by the Georgia Bureau of Investigation - Uniform Crime Report revealed that violent crime and property crime rate for Jackson County was extremely low, particularly for violent Crime (homicide, rape, robbery and assault).

Overall, between 2015 and 2016 the number of violent crimes in Jackson County increased by 76, but the number of such crimes in 2016 remained low at only 186 overall. Property crimes increased by 9.1% in Jackson County between 2015 and 2016, mainly due to a increase in larceny. The overall number of crimes was relatively low for each year, and the overall increase was minor (106 crimes/14.2%).

<b>Jackson County</b>			
<b>Type of Offence</b>	<b>2015</b>	<b>2016</b>	<b>Change</b>
Homicide	0	2	2
Rape	11	13	2
Robbery	6	18	12
Assault	93	153	60
Burglary	233	202	-31
Larceny	884	995	111
Motor Vehicle Theft	51	77	26
Jackson County Total	1,278	1,460	182

Source: Georgia Bureau of Investigation, Uniform Crime Report

## Neighborhood Description / Characteristics

The overall character of the neighborhood in the immediate vicinity of the site can be defined predominantly as a mixture of: multi-family, low density single-family development, commercial and institutional land use. In addition, the immediate area contains several large vacant tracts of land.

Directly north and northwest of the site, on the opposite side of Story Lane, is vacant land and low density, single-family development.

Directly south of the site are: the Jefferson City Fire Station, the Jackson County Farm Bureau, and a pediatric clinic. On the opposite side of US Highway 29 Business, south of the site, is vacant land. About .3 miles southeast of the site, off Storey Lane, an 80-unit LIHTC family development, Hardin Terrace is presently under construction.

Directly west and northwest of the site is Phase I of Maple Square. The 56-unit LIHTC elderly development was built in 2012. At the time of the market study, the property was 100% occupied and had over 150 applicants on the waiting list. Directly west of the tract along US Highway 29 Business is low density single-family development, along with a few farm properties.

Directly east of the tract along US Highway 29 Business are low density single-family development, and several commercial and institutional properties. Among the properties are: a veterinary clinic, a public storage facility, and a church.

The pictures on the following pages are of the site and surrounding land uses within the immediate vicinity of the site.



(1) Site off Nelson Drive, west to east.



(2) Site left, off Nelson Dr, north to south.



(3) Site right, off Nelson Dr, south to north.



(4) Interior view of site, west to east.



(5) Interior view of site, south to north.



(6) Entrance into Maple Square (Phase I).



(7) Maple Square I from site, se to nw.



(8) Fire Station off US 29B, .1 mile from site.

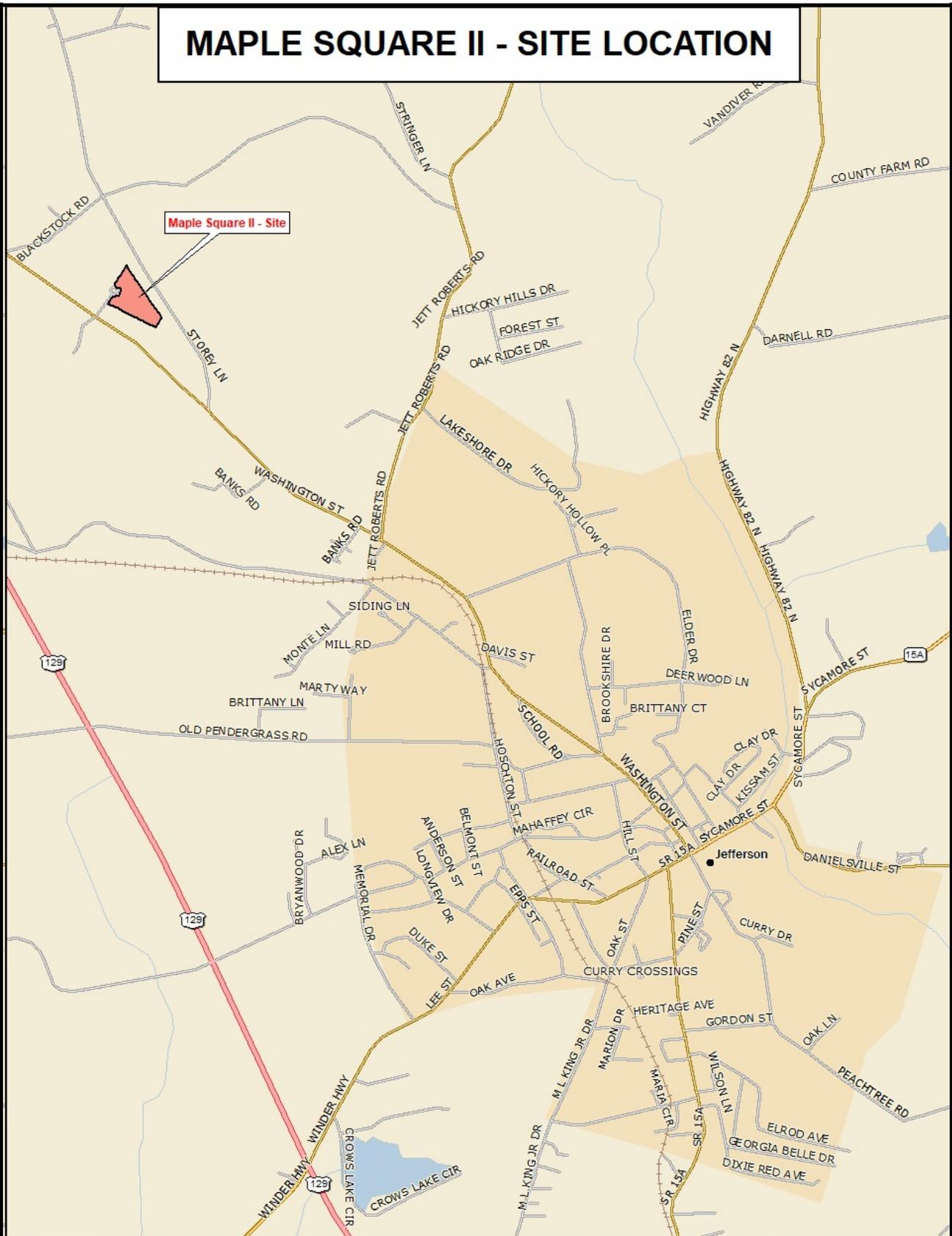


(9) Jackson Co. Farm Bureau .1 mile from site



(10) Jefferson Animal Hospital, .1 mile from site.

# MAPLE SQUARE II - SITE LOCATION



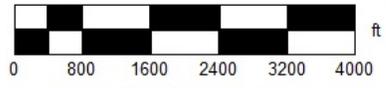
Data use subject to license.

© DeLorme. DeLorme Street Atlas USA® 2010.

www.delorme.com



MN (5.7° W)



Data Zoom 13-0

**Access to Services**

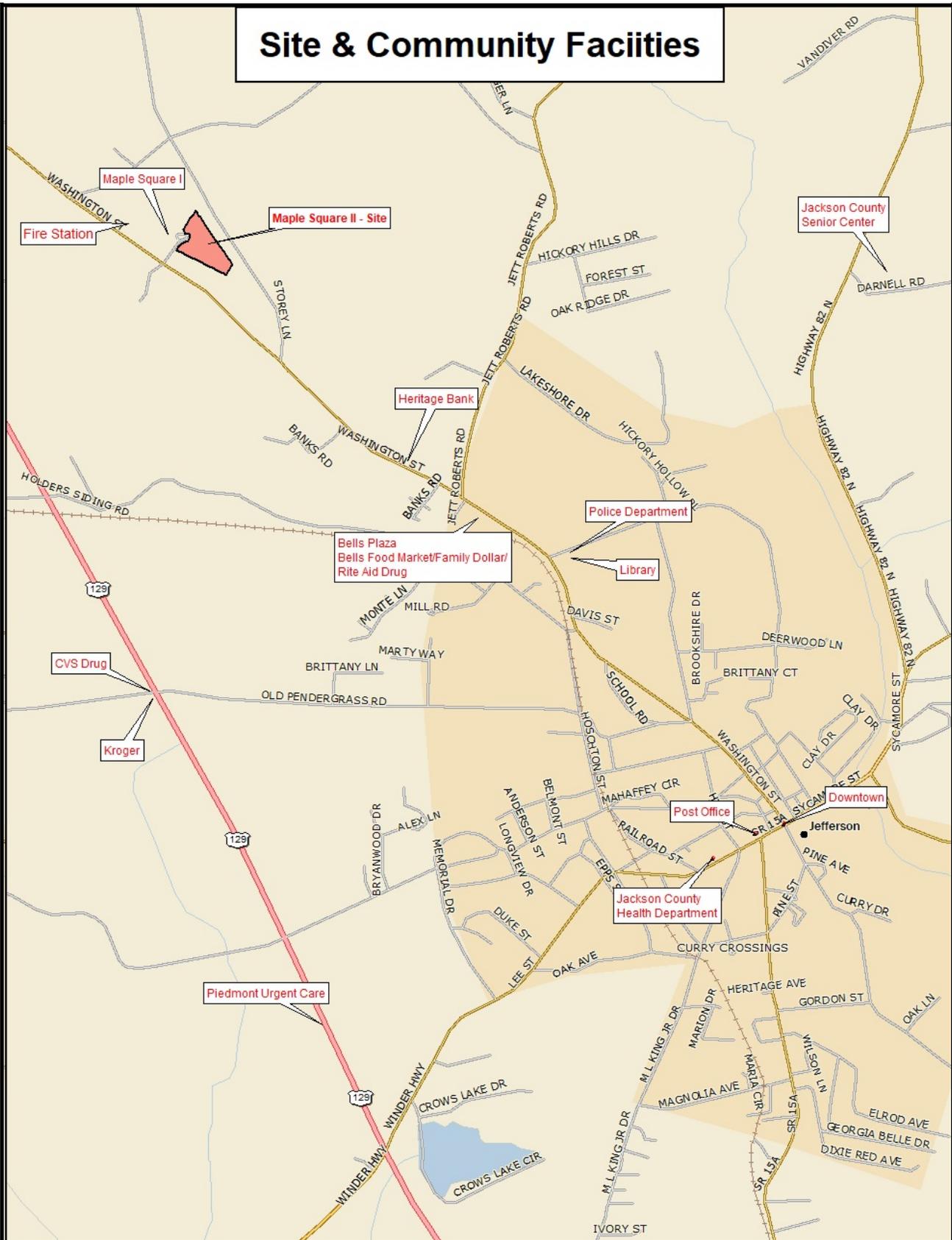
The subject is accessible to major employers, shopping, healthcare services, retail and social services, recreational areas, and the local and regional highway system. (See Site and Facilities Map, next page.)

Distances from the site to community services are exhibited below:

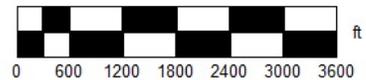
<b>Points of Interest</b>	<b>Distance from Subject</b>
US Highway 129 Business	0.1
Fire Station	0.3
Heritage Bank	1.0
Rite Aid Drug	1.3
Bells Plaza (Bells Food Mkt / Family Dollar)	1.3
US 129	1.4
Library	1.6
Police Department	1.6
Downtown Jefferson	2.6
Post Office	2.7
Jackson County Health Department	2.8
Kroger	3.3
CVS Drugs	3.3
Piedmont Urgent Care	4.4
Jackson County Senior Center	4.6

Note: Distance from subject is in tenths of miles and are approximated.

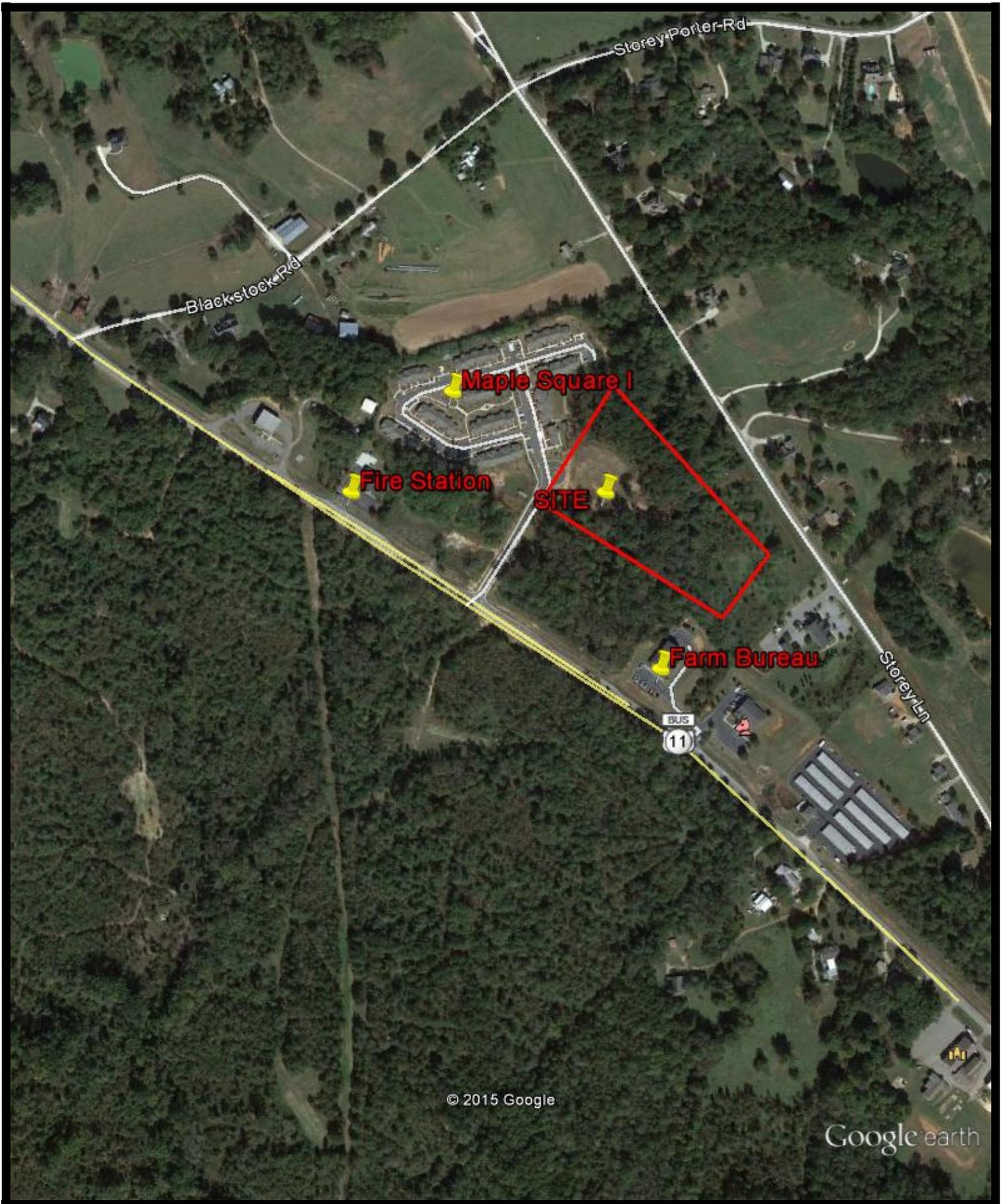
# Site & Community Facilities



Data use subject to license.  
 © DeLorme. DeLorme Street Atlas USA© 2010.  
 www.delorme.com



Data Zoom 13-1



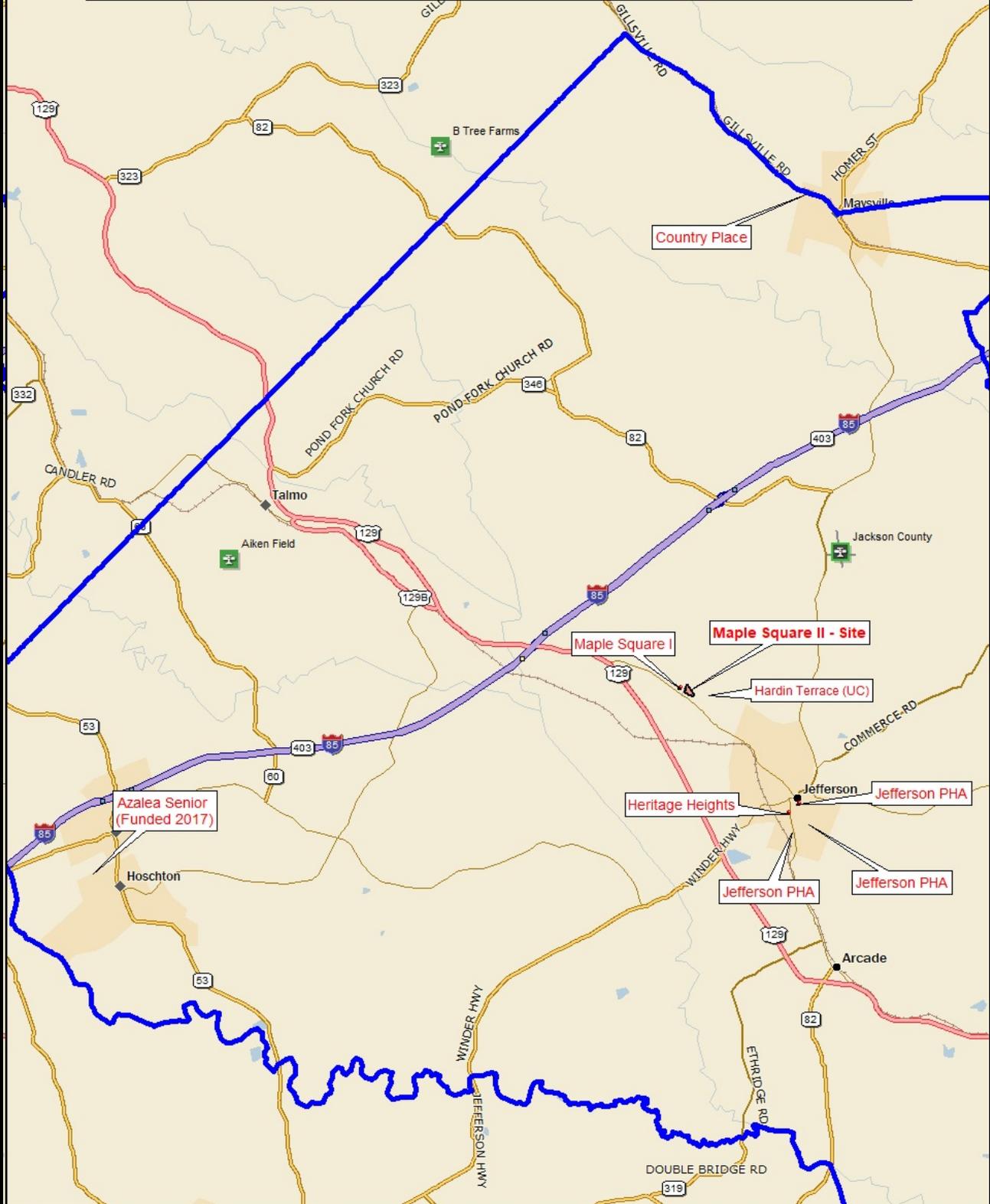
**Program Assisted Apartments in Jefferson - PMA**

At present, there are five program assisted apartment properties located within the Jefferson PMA, in addition to the Jefferson Housing Authority. All of the properties are located within the City of Jefferson. A map (on the next page) exhibits the program assisted properties located within Jefferson in relation to the site.

<b>Project Name</b>	<b>Program Type</b>	<b>Number of Units</b>	<b>Distance from Site (in miles)</b>
Azalea Senior (awarded in 2017)	LIHTC Elderly	65	11.8
Hardin Terrace (under construction)	LIHTC Family	80	.3
Maple Square I	LIHTC Elderly	56	Adjacent
Heritage Heights	USDA-RD Elderly	44	3.3
Country Place	LIHTC Family	18	14.2
Jefferson Housing Authority	PHA	90	scattered

Distance in tenths of miles

# Jefferson PMA - Program Assisted Properties




 Data use subject to license.  
 © DeLorme. DeLorme Street Atlas USA® 2010.  
[www.delorme.com](http://www.delorme.com)

  
 MN (5.7° W)


 0 1 2 3 4 mi  
 Data Zoom 10-5

## SUMMARY

The field visit for the site and surrounding market area was conducted on **April 12, 2018**. The site inspector was Mr. Jerry M. Koontz (of the firm Koontz & Salinger).

The overall character of the neighborhood within the immediate vicinity of the site can be defined predominantly as a mixture of multi-family development, low density single-family development, commercial, and institutional land use. Given the current area land use development and the fact that the proposed site is only 2.5 miles north of Downtown Jefferson, the proposed development is considered to be consistent with the existing land uses within one mile of the proposed site. The site is located in the northwestern portion of Jefferson, within the city limits. The site is zoned MFR - Multi-Family Residential District, subject to a conditional use permit.

Access to the site is available off US Highway 29 Business. US Highway 29 Business is a primary connector that links the site with US 29 to the north and Downtown Jefferson to the south. It is a low to medium density traveled road, with a speed limit of 55 miles per hour in the immediate vicinity of the site. Also, the location of the site off US Highway 29 Business does not present problems of egress and ingress to the site.

The site offers good accessibility and linkages to area services and facilities. The areas surrounding the site appeared to be void of negative externalities including: noxious odors, close proximity to cemeteries, high tension power lines, rail lines, and junk yards.

The site in relation to the subject and the surrounding roads is agreeable to signage, in particular to passing traffic along US Highway 29 Business and Nelson Drive.

Overall, the field research revealed the following strengths and weaknesses of the subject in relation to subject marketability. In the opinion of the analyst, the site of the subject is considered appropriate as a LIHTC elderly multi-family development.

<b>SITE/SUBJECT ATTRIBUTES:</b>	
<b>STRENGTHS</b>	<b>WEAKNESSES</b>
Good accessibility to services, trade, and health care	
Good linkages to area road system	
Nearby road speed and noise are acceptable	
Surrounding land uses are acceptable	

SECTION D

MARKET AREA DESCRIPTION

The definition of a **market area** for any real estate use is generally limited to the geographic area from which consumers will consider the available alternatives to be relatively equal. This process implicitly and explicitly **considers** the **location** and

**proximity** and **scale** of competitive options. Frequently, both a **primary** and a **secondary area** are **geographically defined**. This is an area where consumers will have the greatest propensity to choose a specific product at a specific location, and a secondary area from which consumers are less likely to choose the product but the area will still generate significant demand.

The field research process was used in order to establish the geographic delineation of the Primary Market Area (PMA). The process included the recording of spatial activities and time-distance boundary analysis. These were used to determine the relationship of the location of the site and specific subject property to other potential alternative geographic choices. The field research process was then reconciled with demographic data by geography as well as local interviews with key respondents regarding market specific input relating to market area delineation.

**Primary Market Area**

Based upon field research in Jefferson and a 5 to 10 mile area, along with an assessment of: the competitive environment, transportation and employment patterns, the site location and physical, natural and political barriers - the Primary Market Area (PMA) for the proposed multi-family development consists of the following 2010 census tracts in Jackson County:

101 (.01,.02.03), 102, 106, and 107 (.01,.02.03).

Note: The PMA **excluded** the Commerce area of Jackson County.

The PMA is bounded as follows:

Direction	Boundary	Distance from Subject Site
North	Hall & Banks Counties	7.5 - 10 miles
East	Commerce PMA	7 miles
South	Barrow & Clarke Counties	7.5 - 13 miles
West	Barrow & Hall Counties	10 - 12 miles

Jefferson is the largest populated place in the PMA, representing approximately 21% of the total population.

Jefferson is the trade area for the PMA regarding employment opportunities, finance, retail, and wholesale trade, entertainment and health care services. Commerce is located about 12 to 13 miles east of Jefferson, and is considered to be one of the major geographic areas that comprise the Secondary Market Area (SMA).

With regard to the location of an independent living elderly apartment complex, without deep subsidy rental assistance, the City of Jefferson would be the most logical choice as a location of a LIHTC elderly complex in the PMA. In this case the complex would not only serve the City, but also the PMA as a whole, given the lack of alternative choices.

Transportation access to the site and PMA is excellent. The major east/west transportation corridors in the PMA are State Road 11 and I-85. The major north/south transportation corridors in the PMA are US Highway 129 and SR 82.

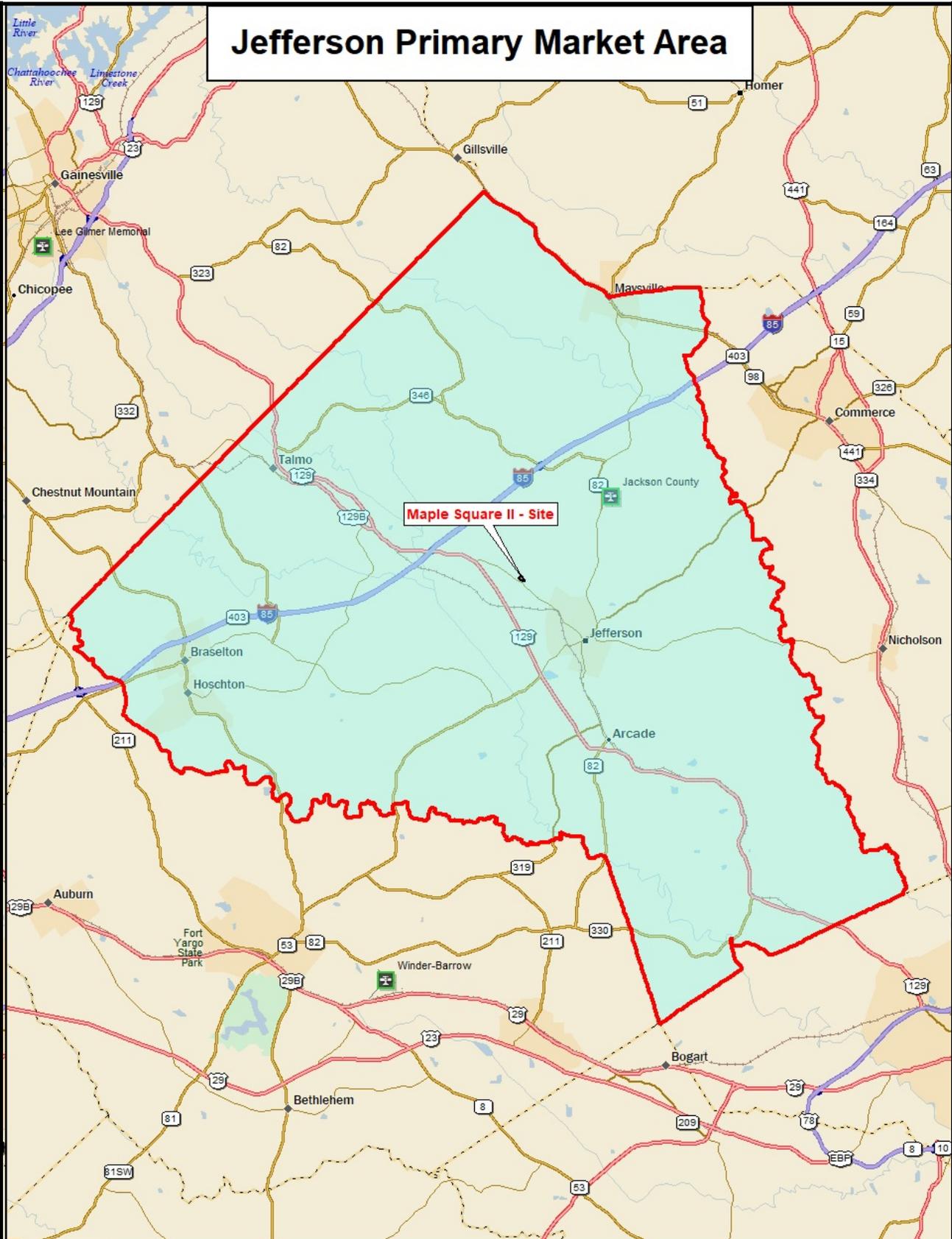
In addition, managers and/or management companies of the existing LIHTC elderly properties located within the market were surveyed, as to where the majority of the existing tenants previously resided, in particular the managers of Maple Square I and Mason Manor. In general, it was stated that the majority of the tenants came from a countywide area, as well as from out of county.

### **Secondary Market Area**

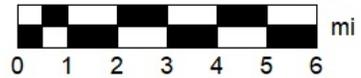
The Secondary Market Area (SMA) consists of that area beyond the PMA, principally from out of market, as well as from out of state. Note: The demand methodology **excluded** any potential demand from a SMA, as stipulated within the 2018 GA-DCA market study guidelines.



# Jefferson Primary Market Area



Data use subject to license.  
© DeLorme. DeLorme Street Atlas USA® 2010.  
www.delorme.com



Data Zoom 9-7

SECTION E  
COMMUNITY DEMOGRAPHIC DATA

Tables 1 through 8 exhibit indicators of trends in total population and household growth, as well as for population and households and 55 and older.

**Population Trends**

Table 1, exhibits the change in **total** population in Jefferson the Jefferson PMA, and Jackson County between 2000 and 2023. Table 3, exhibits the change in **elderly** population age 55 and over (the age restriction limit for the subject), in Jefferson, the Jefferson PMA, and Jackson County between 2000 and 2023. The year 2021 is estimated to be the first year of availability for occupancy of the subject property, as noted within the 2018 GA-DCA Market Study Manual. The year 2019 has been established as the base year for the purpose of estimating new household growth demand, by age and tenure, in accordance with the 2018 GA-DCA Market Study Manual.

**Total Population**

The PMA exhibited very significant total population gains between 2000 and 2010, at approximately +4.7% per year. Population gains over the next two years, (2019-2021) are forecasted for the PMA at a reduced yet still significant rate of gain, represented by a rate of change approximating +1.47% per year. Population gains within the PMA are a function of both organic growth and net in-migration. Net in-migration includes population coming to the PMA for: (1) employment opportunities, and (2) new residents choosing Jackson County as a "bedroom community" location and commuting to the North Atlanta/Gwinnett County metro area to work.

The projected change in population for Jefferson is subject to local annexation policy and in-migration of rural county and surrounding county residents into Jefferson. However, recent indicators, including the 2015 and 2016 US Census estimates (at the place level) suggest that the population trend of the mid to late 2000's in Jefferson has continued at a similar rate of gain. Much of the recent growth has occurred in the northern and western portions of the city. Approximately 21% of the PMA population is located within the City of Jefferson.

**Population 55+**

The PMA exhibited very significant population gains for population age 55+ between 2000 and 2010, at 6.69% per year. Population gains over the next two years (2019-2021) are forecasted for the PMA for the 55 and over age group continuing at a significant rate of increase, with a forecasted rate of growth at + 3.53% per year.

Population gains are forecasted in both the 55 and 65 and over age groups for the year 2021 and beyond. The projected increase is not owing to a significant increase in elderly in-migration into the PMA, but instead owing to significant aging in-place as the "baby boom generation, (1946 to 1963)" enter into the empty nester and retirement population segments in large numbers.

### **Projection Methodology**

The estimates and projections for households, tenure, households by size and households by income group for 2014, 2019 and 2021 are based on the most current HISTA data set; population estimates and projections are based on the most recent Claritas projections at the City, County and PMA level. A straight-line trend analysis was performed to derive data for the required dates (2014, 2019 and 2021). For some areas, the estimate for 2014 may not be consistent with 2000-2010 trends. This is partially due to Claritas' use of an average from the 2011-2015 American Community Survey 5-year sample data to derive a 2015 "base year" estimate for some demographic variables. The Claritas data have been used for all three required years for consistency.

Sources: (1) 2000 and 2010 US Census.  
(2) Nielsen Claritas Projections.  
(3) HISTA Data, Ribbon Demographics.

Table 1, exhibits the change in **total** population in Jefferson, the Jefferson PMA, and Jackson County between 2000 and 2023.

Table 1					
Total Population Trends and Projections: Jefferson, Jefferson PMA and Jackson County					
Year	Population	Total Change	Percent	Annual Change	Percent
<b>Jefferson</b>					
2000	3,825	-----	-----	-----	-----
2010	9,432	+ 5,607	+146.59	+ 561	+ 9.45
2019	11,348	+11,348	+ 20.31	+ 213	+ 2.08
2021	11,777	+11,777	+ 3.78	+ 215	+ 1.87
2023	12,207	+12,207	+ 3.65	+ 215	+ 1.81
<b>Jefferson PMA</b>					
2000	28,416	-----	-----	-----	-----
2010	45,073	+16,657	+ 58.62	+1,666	+ 4.72
2019	51,100	+ 6,027	+ 13.37	+ 670	+ 1.40
2021*	52,617	+ 1,517	+ 2.97	+ 759	+ 1.47
2023	54,134	+ 1,517	+ 2.88	+ 759	+ 1.43
<b>Jackson County</b>					
2000	41,589	-----	-----	-----	-----
2010	60,485	+18,896	+ 45.44	+1,890	+ 3.82
2019	67,207	+ 6,722	+ 11.11	+ 747	+ 1.18
2021	68,992	+ 1,785	+ 2.66	+ 892	+ 1.32
2023	70,776	+ 1,784	+ 2.59	+ 893	+ 1.28

\* 2021 - Estimated first full year of occupancy.

Calculations - Koontz and Salinger. May, 2018.

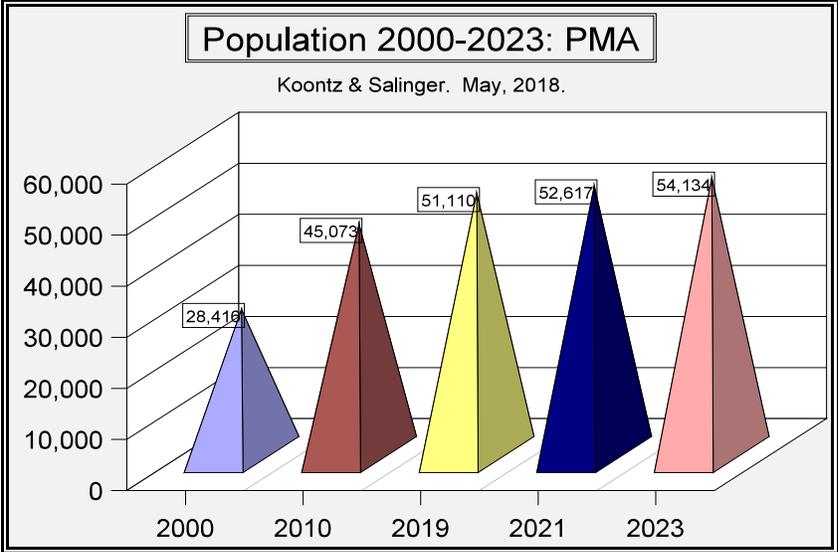
Table 2, exhibits the change in **elderly** population age 55 and over (the age restriction limit for the subject), in Jefferson, the Jefferson PMA, and Jackson County between 2000 and 2023.

Table 2					
Elderly Population (Age 55+) Trends and Projections: Jefferson, Jefferson PMA, and Jackson County					
Year	Population	Total Change	Percent	Annual Change	Percent
<b>Jefferson</b>					
2000	827	-----	-----	-----	-----
2010	1,922	+1,095	+132.41	+ 110	+ 8.83
2019	2,771	+ 849	+ 44.17	+ 94	+ 4.15
2021	3,006	+ 235	+ 8.48	+ 117	+ 4.15
2023	3,240	+ 234	+ 7.78	+ 117	+ 3.82
<b>Jefferson PMA</b>					
2000	5,250	-----	-----	-----	-----
2010	10,035	+4,785	+ 91.14	+ 479	+ 6.69
2019	13,858	+3,823	+ 38.10	+ 425	+ 3.65
2021*	14,853	+ 995	+ 7.18	+ 497	+ 3.53
2023	15,847	+ 994	+ 6.69	+ 497	+ 3.29
<b>Jackson County</b>					
2000	8,269	-----	-----	-----	-----
2010	14,003	+ 5,734	+ 69.34	+ 573	+ 5.41
2019	18,552	+ 4,549	+ 32.49	+ 505	+ 3.17
2021	19,741	+ 1,189	+ 6.41	+ 595	+ 3.15
2023	20,930	+ 1,189	+ 6.02	+ 595	+ 2.97

\* 2021 - Estimated first full year of occupancy.

Calculations - Koontz and Salinger. May, 2018.

Between 2000 and 2010, Jefferson PMA population increased at an annual rate of around 4.7%. The majority of the gains are forecasted to occur in the northern and western portions of the PMA near the I-85, US 129, and SR 11 transportation corridors. Between 2019 and 2021 the Jefferson PMA population is forecasted to increase at an annual rate of gain of approximately +1.47%. The figure below presents a graphic display of the numeric change in total population in the PMA between 2000 and 2023.



Between 2000 and 2010, population age 55+ increased in the Jefferson PMA at a very significant rate growth at around 6.7% per year. Between 2019 and 2021, the population age 55 and over in the PMA is forecasted to continue to increase at a significant rate of gain at approximately 3.53% per year. The figure below presents a graphic display of the numeric change in population age 55+ in the PMA between 2000 and 2023.

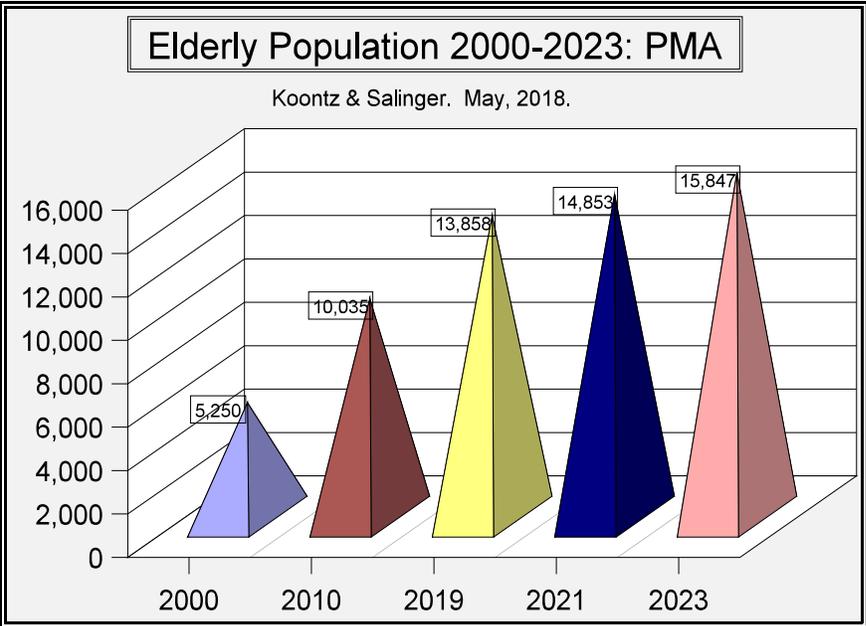


Table 3A exhibits the change in population by age group in Jefferson between 2010 and 2021. The most significant increase exhibited between 2019 and 2021 within Jefferson was in the 65-74 age group representing a increase of over 6% over the two year period. The 75+ age group is forecasted to increase by 59 persons, or by almost +10%.

<b>Table 3A</b>						
<b>Population by Age Groups: Jefferson, 2010 - 2021</b>						
	2010 Number	2010 Percent	2019 Number	2019 Percent	2021 Number	2021 Percent
<b>Age Group</b>						
0 - 24	3,356	36.64	4,114	36.25	4,253	36.11
25 - 44	2,784	29.52	2,876	25.34	2,897	24.60
45 - 54	1,270	13.46	1,587	13.98	1,622	13.77
55 - 64	894	9.48	1,259	11.09	1,378	11.70
65 - 74	670	7.10	896	7.90	952	8.08
75 +	358	3.80	616	5.43	675	5.73

Table 3B exhibits the change in population by age group in the Jefferson PMA between 2010 and 2021. The most significant increase exhibited between 2019 and 2021 within the Jefferson PMA was in the 65-74 age group representing a increase of around 7.5% over the two year period. The 75+ age group is forecasted to increase by over 309 persons, or by over +11%.

<b>Table 3B</b>						
<b>Population by Age Groups: Jefferson PMA, 2010 - 2021</b>						
	2010 Number	2010 Percent	2019 Number	2019 Percent	2021 Number	2021 Percent
<b>Age Group</b>						
0 - 24	15,549	34.50	17,351	33.95	17,799	33.83
25 - 44	12,837	28.48	12,602	24.66	12,634	24.01
45 - 54	6,652	14.76	7,289	14.26	7,332	13.93
55 - 64	5,036	11.17	6,367	12.46	6,693	12.72
65 - 74	3,291	7.30	4,741	9.28	5,100	9.69
75 +	1,708	3.79	2,750	5.38	3,059	5.81

Sources: 2010 Census of Population, Georgia  
Nielsen Claritas Projections  
Koontz and Salinger. May, 2018

## HOUSEHOLD TRENDS & CHARACTERISTICS

Table 4 exhibits the change in **elderly** households (age 55 and over) in the Jefferson PMA between 2000 and 2020. The significant increase in household formations age 55+ in the PMA has continued over a 10 year period and reflects the recent population trends and near term forecasts for population 55 and over.

The increase in the rate of persons per household exhibited between 2000 and 2010 is forecasted to continue from 1.725 to 1.825 between 2010 and 2023 within the PMA. The rate of change in person per household is based upon: (1) the increase in the number of retirement age population owing to an increase in the longevity of the aging process for the senior population, and (2) allowing for adjustments owing to divorce and death rates.

The projection of household formations age 55 and over in the PMA between 2019 and 2021 exhibited a very significant increase of 490 households age 55 and over per year or by +3.14% per year. The rate and size of the annual increase is considered to be very supportive of additional new construction LIHTC elderly apartment development, that targets the very low, low and moderate income elderly household population.

<b>Table 4</b>					
<b>Household Formations Age 55+: 2000 to 2023</b>					
<b>Jefferson PMA</b>					
<b>Year / Place</b>	Total Population	Population In Group Quarters	Population In Households	Persons Per Household	Total Households
2000	5,250	53	5,197	1.5883	3,272
2010	10,035	26	10,009	1.7215	5,814
2014	11,698	25	11,673	1.8186	6,468
2019	13,858	25	13,833	1.7988	7,690
2021	14,853	25	14,828	1.8127	8,180
2023	15,847	25	15,822	1.8253	8,668

Sources: Nielsen Claritas Projections.  
2000 and 2010 Census of Population, Georgia.

Calculations: Koontz & Salinger. May, 2018.

Table 5 exhibits households in the Jefferson PMA, age 55 and over, by owner-occupied and renter-occupied tenure. The 2010 to 2023 projected trend supports a change in the tenure ratio favoring renter-occupied households on a percentage basis.

Overall, significant net numerical gains are forecasted for both owner-occupied and renter-occupied households age 55 and over within the PMA. Between 2019 and 2021, the increase in renter-occupied households age 55 and over remains very positive, at +3.26% per year.

<p style="text-align: center;"><b>Table 5</b></p> <p style="text-align: center;"><b>Households by Tenure, Jefferson PMA: Age 55+</b></p>					
Year/ Place	Total Households	Owner Occupied	Percent	Renter Occupied	Percent
<b>PMA</b>					
2014	6,468	5,472	84.60	996	15.40
2019	7,690	6,498	84.50	1,192	15.50
2021	8,180	6,909	84.46	1,271	15.54
2023	8,668	7,319	84.44	1,349	15.56

Sources: Nielsen Claritas Projections.  
Koontz and Salinger. May, 2018.

## HOUSEHOLD INCOME TRENDS & CHARACTERISTICS

One of the first discriminating factors in residential analysis is income eligibility and affordability. This is particularly of importance when analyzing the need and demand for program assisted multi-family housing.

A professional market study must distinguish between gross demand and effective demand. Effective demand is represented by those elderly households that can both qualify for and afford to rent the proposed multi-family development. In order to quantify this effective demand, the income distribution of the PMA households age 55+ must be analyzed.

Establishing the income factors to identify which households are eligible for a specific housing product requires the definition of the limits of the target income range. The lower limit of the eligible range is generally determined by affordability, i.e., the proposed gross rents, average minimum social security payments, and/or the availability of deep subsidy rental assistance (RA) for USDA-RD, PHA and HUD Section 8 developments.

The estimate of the upper income limit is based upon the most recent set of HUD MTSP income limits for two person households (the maximum household size allowable for the estimation of elderly in the GA-DCA Market Study Guidelines) in Jackson County, Georgia at 50% and 60% of the area median income (AMI).

For market-rate projects or components of mixed income projects, the entire range is estimated using typical expenditure patterns. While a household may spend as little for rent as required to occupy an acceptable unit, households tend to move into more expensive housing with better features as their incomes increase. In this analysis, the market-rate limits are set at an expenditure pattern of 25% to 35% of household income.

Tables 6A and 6B exhibit owner-occupied households, by age 55+, and by income group, in the Jefferson PMA in 2014, and forecasted in 2019 and 2021. Tables 7A and 7B exhibit renter-occupied households, by age 55+, and by income group, in the Jefferson PMA in 2014, and forecasted in 2019 and 2021.

The projection methodology is based upon Nielsen Claritas forecasts for households, by tenure, by age and by income group for the year 2018 and 2023, with a base year data set comprising a 2015 average, based upon the 2011 to 2015 American Community Survey. The control for this data set was not the 2010 Census, but instead the 2011 to 2015 American Community Survey. The 2014 estimate and the 2019 and 2021 forecasts are based upon a straight line trend of 2018 and 2023 data.

Tables 6A and 6B exhibit owner-occupied households age 55+, by income in the Jefferson PMA in 2014 (estimated), and forecasted 2019 and 2021.

<b>Table 6A</b>				
<b>Jefferson PMA: Owner-Occupied Households Age 55+, by Income Groups</b>				
Households by Income	2014 Number	2014 Percent	2019 Number	2019 Percent
Under \$10,000	292	5.34	327	5.03
10,000 - 20,000	688	12.57	703	10.82
20,000 - 30,000	580	10.60	630	9.70
30,000 - 40,000	501	9.16	557	8.57
40,000 - 50,000	683	12.48	698	7.42
50,000 - 60,000	446	8.15	507	7.80
\$60,000 and over	2,282	41.70	3,076	47.34
<b>Total</b>	<b>5,472</b>	<b>100%</b>	<b>6,498</b>	<b>100%</b>

<b>Table 6B</b>				
<b>Jefferson PMA: Owner-Occupied Households Age 55+, by Income Groups</b>				
Households by Income	2019 Number	2019 Percent	2021 Number	2021 Percent
Under \$10,000	327	5.03	341	4.94
10,000 - 20,000	703	10.82	709	10.26
20,000 - 30,000	630	9.70	650	9.41
30,000 - 40,000	557	8.57	580	8.39
40,000 - 50,000	698	7.42	704	10.19
50,000 - 60,000	507	7.80	532	7.70
\$60,000 and over	3,076	47.34	3,393	49.11
<b>Total</b>	<b>6,498</b>	<b>100%</b>	<b>6,909</b>	<b>100%</b>

Sources: 2011 - 2015 American Community Survey.  
Nielsen Claritas, HISTA Data, Ribbon Demographics.  
Koontz and Salinger. May, 2018.

Tables 7A and 7B exhibit renter-occupied households age 55+, by income in the Jefferson PMA in 2014 (estimated), and forecasted 2019 and 2021.

<b>Table 7A</b>				
<b>Jefferson PMA: Renter-Occupied Household Age 55+, by Income Groups</b>				
Households by Income	2014 Number	2014 Percent	2019 Number	2019 Percent
Under \$10,000	132	13.25	142	11.91
10,000 - 20,000	314	31.50	328	27.52
20,000 - 30,000	213	21.36	237	19.88
30,000 - 40,000	73	7.29	96	8.05
40,000 - 50,000	45	4.48	52	4.36
50,000 - 60,000	70	6.99	97	8.14
60,000 +	151	15.14	240	20.13
<b>Total</b>	<b>996</b>	<b>100%</b>	<b>1,192</b>	<b>100%</b>

<b>Table 7B</b>				
<b>Jefferson PMA: Renter-Occupied Household Age 55+, by Income Groups</b>				
Households by Income	2019 Number	2019 Percent	2021 Number	2021 Percent
Under \$10,000	142	11.91	146	11.49
10,000 - 20,000	328	27.52	333	26.20
20,000 - 30,000	237	19.88	247	19.43
30,000 - 40,000	96	8.05	105	8.26
40,000 - 50,000	52	4.36	56	4.41
50,000 - 60,000	97	8.14	109	8.58
60,000 +	240	20.13	275	21.64
<b>Total</b>	<b>1,192</b>	<b>100%</b>	<b>1,271</b>	<b>100%</b>

Sources: 2006 - 2010 American Community Survey.  
Nielsen Claritas, HISTA Data, Ribbon Demographics.  
Koontz and Salinger. May, 2018.

Table 8A								
Households by Owner-Occupied Tenure, by Person Per Household, Age 55+ Jefferson PMA, 2014 - 2021								
Households	Owner				Owner			
	2014	2019	Change	% 2019	2019	2021	Change	% 2021
1 Person	1,438	1,634	+ 196	25.15%	1,634	1,713	+ 79	24.79%
2 Person	2,838	3,301	+ 463	50.80%	3,301	3,486	+ 185	50.46%
3 Person	603	810	+ 207	12.47%	810	893	+ 83	12.93%
4 Person	318	426	+ 108	6.56%	426	469	+ 43	6.79%
5 + Person	275	327	+ 52	5.03%	327	348	+ 21	5.04%
Total	5,472	6,498	+1,026	100%	6,498	6,909	+ 411	100%

Table 8B								
Households by Renter-Occupied Tenure, by Person Per Household, Age 55+ Jefferson PMA, 2014 - 2021								
Households	Renter				Renter			
	2014	2019	Change	% 2019	2019	2021	Change	% 2021
1 Person	552	636	+ 84	53.36%	636	669	+ 33	52.64%
2 Person	389	462	+ 73	38.76%	462	492	+ 30	38.71%
3 Person	28	35	+ 7	2.94%	35	38	+ 3	2.99%
4 Person	25	44	+ 19	3.69%	44	51	+ 7	4.01%
5 + Person	3	15	+ 12	1.26%	15	21	+ 6	1.65%
Total	996	1,192	+ 196	100%	1,192	1,271	+ 79	100%

Sources: Nielsen Claritas Projections  
Koontz and Salinger. May, 2018

Table 8A indicates that in 2021 approximately 75% of the owner-occupied households age 55+ in the PMA will contain 1 and 2 persons (the target group by household size). A significant increase in households by size is exhibited by 1 and 2 person owner-occupied households.

Table 8B indicates that in 2021 approximately 91.5% of the renter-occupied households age 55+ in the PMA will contain 1 and 2 persons. A significant increase in households by size is exhibited by 1 and 2 person renter-occupied households age 55+. One person elderly households are typically attracted to both 1 and 2 bedroom rental units and 2 person elderly households are typically attracted to two bedroom units, and to a much lesser degree three bedroom units.

**SECTION F**  
**ECONOMIC & EMPLOYMENT**  
**TRENDS**

**A**nalysis of the economic base and the labor and job formation base of the local labor market area is critical to the potential demand for residential growth in any market. The economic trends reflect the ability of the area to create and sustain growth, and job formation is typically the primary motivation for positive net in-

migration. Employment trends reflect the economic health of the market, as well as the potential for sustained growth. Changes in family households reflect a fairly direct relationship with employment growth, and the employment data reflect the vitality and stability of the area for growth and development in general.

Tables 9 through 15 exhibit labor force trends by: (1) civilian labor force employment, (2) covered employment, (3) changes in covered employment by sector, and (4) changes in average annual weekly wages, for Jackson County. Also, exhibited are the major employers for the immediate labor market area. A summary analysis is provided at the end of this section.

<b>Table 9</b>			
<b>Civilian Labor Force and Employment Trends, Jackson County: 2007, 2016 and 2017</b>			
	2007	2016	2017
Civilian Labor Force	26,964	33,204	34,763
Employment	25,849	31,794	33,494
Unemployment	1,115	1,410	1,269
Rate of Unemployment	4.1%	4.2%	6.4%

<b>Table 10</b>				
<b>Change in Employment, Jackson County</b>				
Years	# Total	# Annual*	% Total	% Annual*
2007 - 2009	- 1,796	- 898	- 6.95	- 3.54
2010 - 2015	+ 3,593	+ 719	+14.00	+ 2.66
2016 - 2017	+ 1,700	Na	+ 5.35	Na

\* Rounded

Na - Not applicable

Sources: Georgia Labor Force Estimates, 2007 - 2017. Georgia Department of Labor, Workforce Information Analysis. Koontz and Salinger. May, 2018.

Table 11 exhibits the annual change in civilian labor force employment in Jackson County between 2007 and 2017. Also, exhibited are unemployment rates for the County, State and Nation.

Table 11							
Change in Labor Force: 2007 - 2017							
	Jackson County					GA	US
Year	Labor Force	Employed	Change	Unemployed	Rate	Rate	Rate
2007	26,964	25,849	-----	1,115	4.1%	4.5%	4.6%
2008	27,695	25,975	126	1,720	6.2%	6.2%	5.8%
2009	27,055	24,053	(1,922)	3,002	11.1%	9.9%	9.3%
2010	28,656	25,660	1,607	2,996	10.5%	10.5%	9.6%
2011	28,906	26,135	475	2,771	9.6%	10.2%	8.9%
2012	29,412	26,995	860	2,471	8.2%	9.2%	8.1%
2013	29,612	27,562	567	2,050	6.9%	8.2%	7.4%
2014	29,838	28,090	528	1,748	5.9%	7.1%	6.2%
2015	30,778	29,253	1,163	1,485	4.8%	5.9%	5.3%
2016	32,204	31,794	2,541	1,410	4.2%	5.4%	4.9%
2017	34,763	33,494	1,700	1,269	3.7%	4.7%	4.4%
Month							
1/2017	34,196	32,758	-----	1,438	4.2%	5.6%	5.1%
2/2017	34,116	32,755	(3)	1,361	4.0%	5.1%	4.9%
3/2017	34,169	32,887	132	1,292	3.8%	4.8%	4.6%
4/2017	34,368	33,111	224	1,257	3.7%	4.7%	4.1%
5/2017	34,688	33,416	305	1,272	3.7%	4.7%	4.1%
6/2017	34,866	33,501	85	1,365	3.9%	5.1%	4.5%
7/2017	34,908	33,575	74	1,333	3.8%	5.1%	4.6%
8/2017	34,726	33,438	(137)	1,288	3.7%	4.8%	4.5%
9/2017	35,159	34,031	593	1,128	3.2%	4.2%	4.2%
10/2017	35,441	34,263	232	1,178	3.3%	4.4%	3.9%
11/2017	35,274	34,098	(163)	1,176	3.3%	4.3%	3.9%
12/2017	35,245	34,091	(7)	1,154	3.3%	4.3%	3.9%

Sources: Georgia Labor Force Estimates, 2007 - 2017.  
 Georgia Department of Labor, Workforce Information Analysis.  
 Koontz and Salinger. May, 2018.

Table 12 exhibits the annual change in covered employment in Jackson County between 2003 and 2017. Covered employment data differs from civilian labor force data in that it is based on at-place employment within a specific geography. In addition, the data set consists of most full and part-time, private and government, wage and salary workers.

<b>Table 12</b> <b>Change in Covered Employment: 2003 - 2017</b>		
Year	Employed	Change
2003	15,464	-----
2004	16,889	1,425
2005	18,493	1,604
2006	19,578	1,085
2007	18,581	(997)
2008	18,368	(213)
2009	16,744	(1,624)
2010	17,539	795
2011	17,962	423
2012	18,613	651
2013	19,498	885
2014	20,493	995
2015	22,048	1,555
2016	24,822	2,744
2017 1 <sup>st</sup> Q	26,106	-----
2017 2 <sup>nd</sup> Q	25,402	(704)
2017 3 <sup>rd</sup> Q	25,594	192

Sources: Georgia Department of Labor, Workforce Information Analysis, 2003 and 2017. Koontz and Salinger. May, 2018.

Commuting

Data from the 2012-2016 American Community Survey (ACS) indicates that some 37.5% of the employed workforce living in the Jefferson PMA works in Jackson County. Roughly 61.1% of employed PMA residents have jobs in another county in Georgia; the balance (1.4%) commute to other states. The average travel time to work for residents of the PMA is 32 minutes.

The PMA provides jobs for a number of residents of surrounding counties. The following table indicates the number of in-commuters based on 2015 data from the Census Bureau. As noted, the majority of jobs are held by residents of Jackson County, Hall County and Gwinnett County in GA.

Among residents of the PMA who work in other counties, most commute to Hall County, Gwinnett County and Clarke County, as shown in the table below.

**Jobs Counts by Counties Where Workers are Employed - All Jobs**

		2015	
		Count	Share
	All Counties	18,249	100.0%
	Jackson County, GA	4,670	25.6%
	Hall County, GA	2,629	14.4%
	Gwinnett County, GA	2,373	13.0%
	Clarke County, GA	2,211	12.1%
	Fulton County, GA	792	4.3%
	Barrow County, GA	768	4.2%
	Forsyth County, GA	426	2.3%
	DeKalb County, GA	420	2.3%
	Cobb County, GA	364	2.0%
	Oconee County, GA	249	1.4%
	All Other Locations	3,347	18.3%

**Jobs Counts by Counties Where Workers Live - All Jobs**

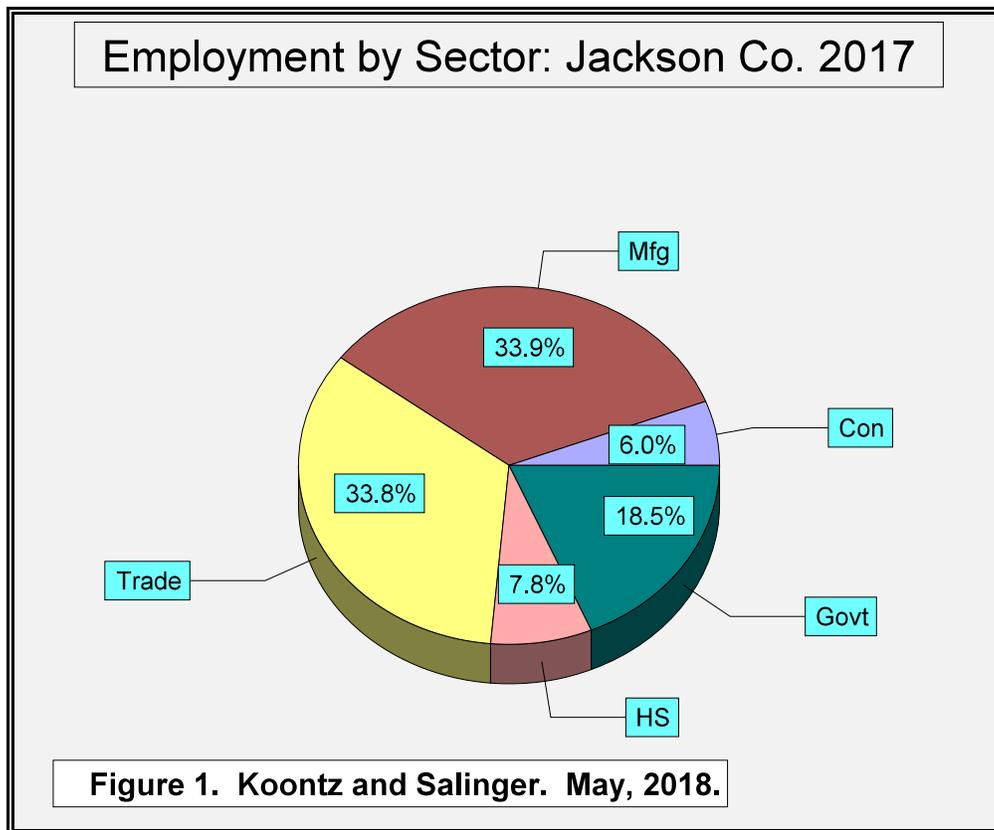
		2015	
		Count	Share
	All Counties	16,281	100.0%
	Jackson County, GA	4,821	29.6%
	Hall County, GA	2,402	14.8%
	Gwinnett County, GA	1,605	9.9%
	Barrow County, GA	1,261	7.7%
	Clarke County, GA	1,121	6.9%
	Banks County, GA	465	2.9%
	DeKalb County, GA	442	2.7%
	Madison County, GA	354	2.2%
	Fulton County, GA	268	1.6%
	Forsyth County, GA	266	1.6%
	All Other Locations	3,276	20.1%

Sources: 2012-2016 American Community Survey, US Census  
<https://onthemap.ces.census.gov/>

Table 13 Average Monthly Covered Employment by Sector, Jackson County, 3 <sup>rd</sup> Quarter 2016 and 2017							
Year	Total	Con	Mfg	T	FIRE	HCSS	G
2016	24,989	965	5,571	5,079	1,379	1,235	2,928
2017	25,594	973	5,502	5,486	Na	1,269	3,000
16-17 # Ch.	+ 605	+ 8	- 69	+ 407	Na	+ 34	+ 72
16-17 % Ch.	+ 2.4	+0.8	- 1.2	+ 8.0	Na	+ 2.8	+ 2.5

Note: Con - Construction; Mfg - Manufacturing; T - Retail and Wholesale Trade; FIRE - Finance, Insurance and Real Estate; HCSS - Health Care and Social Services; G - Federal, State & Local Government

Figure 1 exhibits employment by sector in Jackson County in the 3<sup>rd</sup> Quarter of 2017. The top four employment sectors are: manufacturing, trade, government and service. The 2018 forecast, is for the healthcare sector to increase and the manufacturing sector to stabilize.



Sources: Georgia Department of Labor, Workforce Information Analysis, Covered Employment, 2016 and 2017. Koontz and Salinger. May, 2018.

Table 14, exhibits average annual weekly wages in the 3<sup>rd</sup> Quarter of 2016 and 2017 in the major employment sectors in Jackson County. It is estimated that the majority of workers in the service and trade sectors (excluding accommodation and food service workers) in 2018 will have average weekly wages between \$650 and \$1,000. Workers in the accommodation and food service sectors in 2018 will have average weekly wages in the vicinity of \$280.

<b>Table 14</b>				
<b>Average 3<sup>rd</sup> Quarter Weekly Wages, 2016 and 2017</b>				
<b>Jackson County</b>				
Employment Sector	2016	2017	% Numerical Change	Annual Rate of Change
Total	\$ 717	\$ 732	+ 15	+ 2.1
Construction	\$1000	\$ 927	- 73	- 7.35
Manufacturing	\$ 879	\$ 929	+ 50	+ 5.7
Wholesale Trade	\$ 890	\$ 853	- 37	- 4.2
Retail Trade	\$ 484	\$ 497	+ 13	+ 2.7
Transportation & Warehouse	\$ 661	\$ 686	+ 25	+ 3.8
Finance & Insurance	\$1185	\$ 988	-197	-16.6
Real Estate Leasing	\$ 510	Na	Na	Na
Health Care Services	\$ 632	\$ 611	- 21	- 3.3
Educational Services	\$ 672	\$ 687	+ 15	+ 2.2
Hospitality	\$ 276	\$ 279	+ 3	+ 1.1
Federal Government	\$1004	\$ 998	- 6	- 0.6
State Government	\$ 767	\$ 801	+ 34	+ 4.4
Local Government	\$ 663	\$ 690	+ 27	+ 4.1

Sources: Georgia Department of Labor, Workforce Information Analysis, Covered Employment, Wages and Contributions, 2016 and 2017.

Koontz and Salinger. May, 2018.

## Major Employers

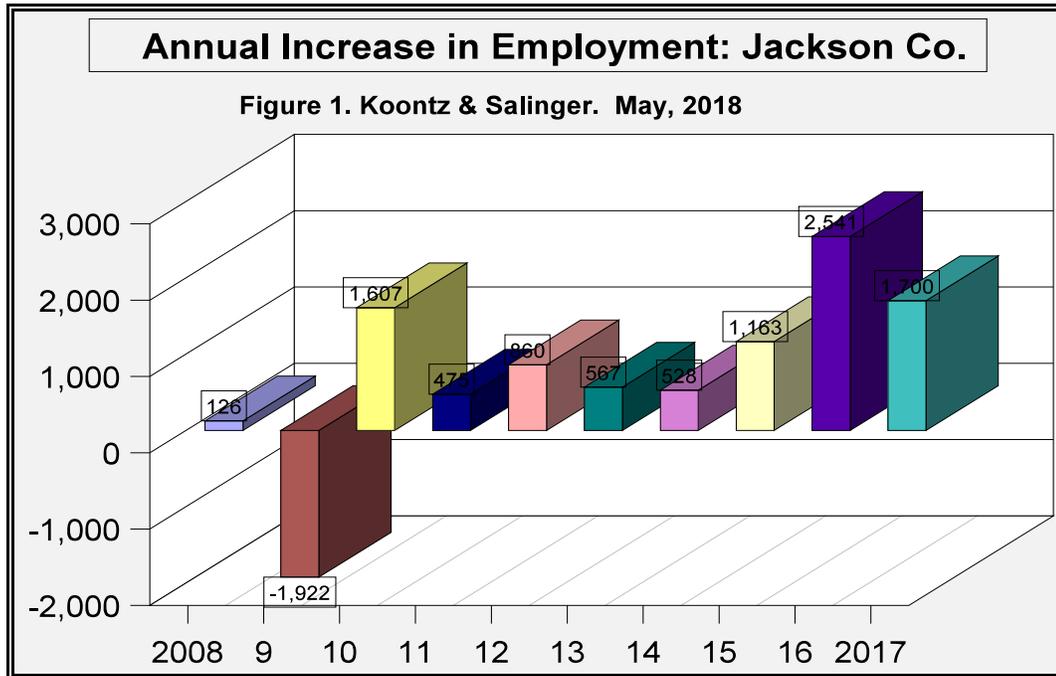
The major employers in Jefferson and Jackson County are listed in Table 15.

<b>Table 15</b>		
<b>Major Employers</b>		
<b>Firm</b>	<b>Product/Service</b>	<b>Employees</b>
Wayne Farms	Processed Chicken	1,100
Carters/Oshkosh	Distribution	1,200
Bed Bath & Beyond	E-Fulfillment Center	1,200
Kubota Industrial	Farm Machinery	1,050
TD Automotive	Air & Gas Compressors	650
Mission Foods	Food Preparations	500
Northridge Medical Center	Healthcare	422
Baker & Taylor Inc.	Publishing	400
Toyota Industrial Compressors	Automotive Supplier	350
Roper Pump	Pumps & Pumping Equipment	325
HomeGoods	Distribution - Home Furniture	750
TenCate Geosynthetics	Textile Goods	300
Mayfield Dairy	Milk	235
Genco/Petco	Transportation	175
Ollie's Bargain Outlet	Distribution	183
Kroger	Retail Trade	180
Southeast Toyota Distributors	Automobiles	180
Tractor Supply	Retail Trade	165
Resilux America	PET Preforms & Bottles	152
Buhler Quality Yarns Corp.	Yarn Spinning Mill	160
Athens Stonecasting	Brick & Stone Materials	130
Jackson EMC	Electric Services	430
Country Charm Egg	Poultry Products	100
QuickTrip Distribution	Food Preparations	100
Whole Foods Market Inc.	Distribution	100

Sources: Jackson County Area Chamber of Commerce.  
Jackson County Economic Development Authority.

## SUMMARY

The economic situation for Jackson County is statistically represented by employment activity, both in workers and jobs. As represented in Tables 9-15, Jackson County experienced employment losses between 2008 and 2009. Like much of the state and nation, very significant employment losses were exhibited in 2009, followed by moderate to significant gains each year, between 2010 and 2017.



As represented in Figure 1 (and Table 10), the rate of employment loss between 2008 and 2009, was very significant at almost -7%, representing a net loss of -1,796 workers. The rate of employment gain between 2010 and 2015 was significant at approximately +2.7% per year. The 2016 to 2017 rate of gain continued at a very significant pace at +5.35%, represented by an increase of 1,700 jobs.

Monthly unemployment rates in 2017 were much improved when compared to the 2009 to 2014 period. Monthly unemployment rates in 2017 were for the most part improving on a month to month basis, ranging between 3.2% and 4.2%.

The National forecast for 2018 is for the unemployment rate to approximate 3.5% to 4%. Typically, during the last five years, the overall unemployment rate in Jackson County has been below the state and national average unemployment rates. The annual unemployment rate in 2018 in Jackson County is forecasted to continue to decline, to the vicinity of 3% to 3.5% and improving on a relative year to year basis.

Covered (at place) employment in Jackson County increased each year between 2010 and 3<sup>rd</sup> Quarter in 2017. Much of the recent covered employment growth is attributed to the on-going development activity along the I-85 transportation corridor.

The Jefferson-Jackson County local economy is very well diversified, with the major sectors of economy comprised of: (1) manufacturing, (2) local government and education, and (3) a sizable service and trade sector.

Approximately 40% of the area workforce lives and works in Jackson County. However, owing to the location of both US 129 and I-85 extending through the county, a significant portion of the workforce commutes southwest into the north Atlanta employment markets, north to Gainesville, and south to the Athens/Clarke County metro market. Conversely, the proximity to the Atlanta MSA has contributed to major economic growth into Jefferson and Jackson County, in particular: residential, commercial and industrial growth.

Several economic development organizations including the Alliance for Economic Development, the Jackson County Industrial Development Authority, the Jackson County Area Chamber of Commerce, as well as the City of Jefferson and Jackson County governments work to promote Jackson County and Jefferson and provide information on sites and opportunities for business relocation and expansion. Jackson County is home to 17 business/industrial parks and 30 industrial sites total, with well over 7,000 acres available for development.

Jackson County remains a prime location for businesses that are looking to open or relocate manufacturing plants, distribution centers and other types of industrial business facilities. Situated between three metropolitan statistical areas (Atlanta, Gainesville and Athens) and with six interchanges on I-85, the county provides easy transportation access for any company needing to distribute products and reach customers anywhere between Atlanta and Charlotte. Firms that have distribution centers in the area include Kubota, Williams-Sonoma Inc., Taekuchi US, Ollies's Bargain Outlet and Amazon, among others.

Significant recent announcements and openings include the following:

(1) On June 1, 2017, Amazon.com announced plans for a new fulfillment center in Jefferson, Georgia. When opened, Amazon will create 1,000 new full-time jobs at the facility. The location is within the I-85 corridor and will be the second investment in Jackson County in the past year.

(2) On February 8, 2017, FedEx confirmed its plan to locate a new FedEx Ground facility in Braselton. The parcel service plans to invest around \$24 million to construct a new 367,000 SF distribution center which is expected to be completed in August 2018. No specific information is available regarding the number of jobs that will be created.

(3) On July 1, 2016, the Georgia Department of Economic Development announced that Hubbell Incorporated, an international manufacturer of quality electrical and electronic products for a broad range of non residential and residential construction, industrial and utility applications, will create 100 new jobs in Jackson County. The new Hubbell Incorporated Warehouse and Distribution Facility will be located in the Jefferson Distribution Industrial Park.

Sources: [www.jacksoncountyga.com/](http://www.jacksoncountyga.com/)  
[www.georgia.org/newsroom/press-releases/](http://www.georgia.org/newsroom/press-releases/)  
[www.jacksonalliance.com/](http://www.jacksonalliance.com/)

### **Local Economy - Relative to Subject & Impact on Housing Demand**

The Jefferson - Jackson County area economy has a large number of low to moderate wage workers employed in the service, trade, and manufacturing sectors. Given the good location of the site, with good proximity to several employment nodes, the proposed subject development will very likely attract potential elderly renters from those sectors of the workforce who are in need of affordable housing, a reasonable commute to work, and still participating in the local labor market.

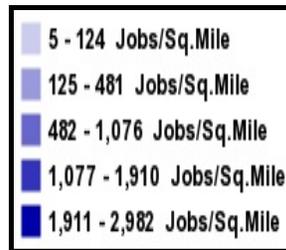
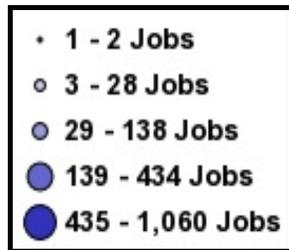
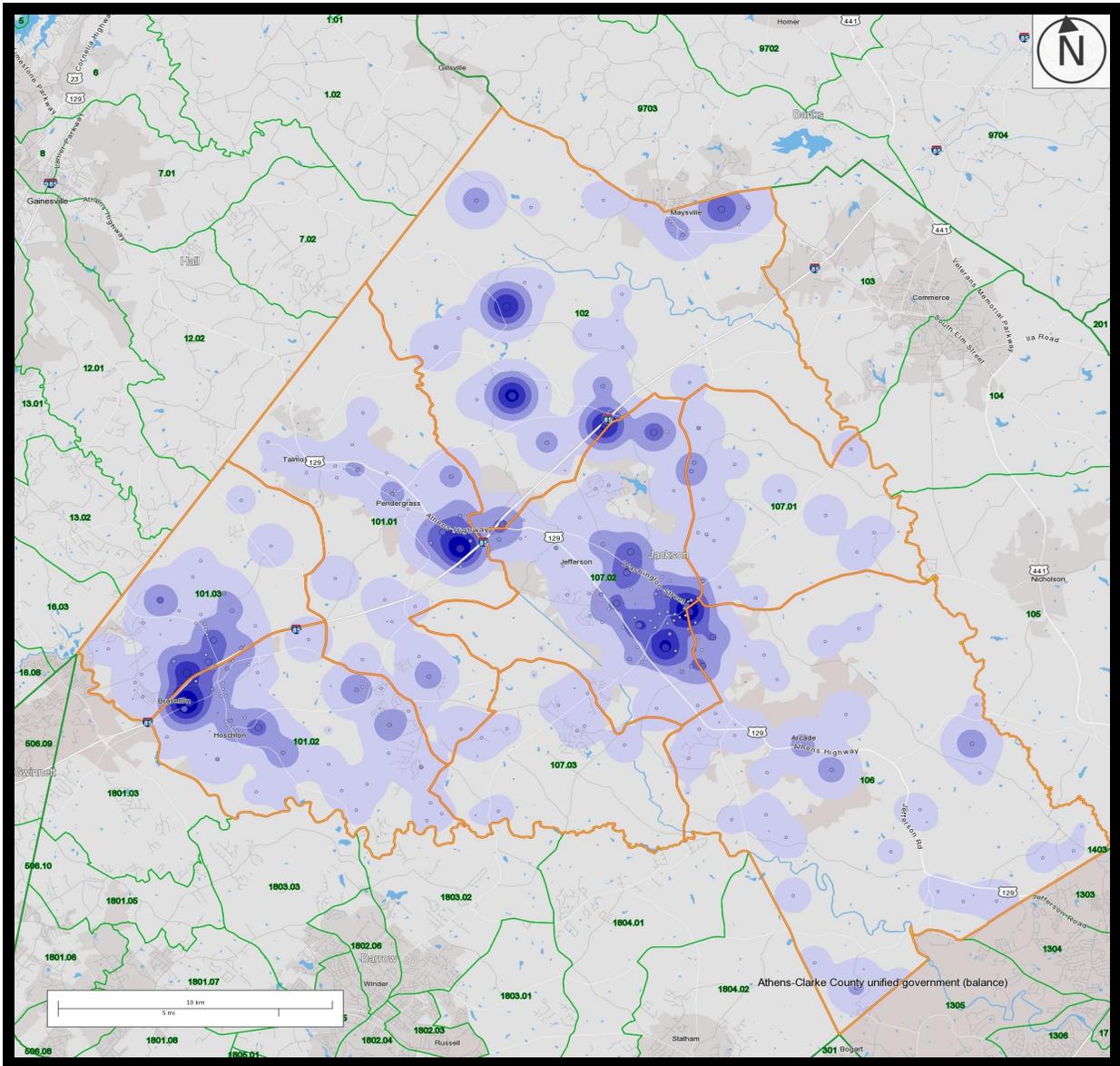
Recent economic indicators in 2016 and 2017 are very supportive of an improving (in terms of growth) local economy into 2018. The increasing internal growth in population and continuing in-migration of population led to, and is continuing to lead to significant growth in local area service and trade employment, specifically job growth in: the local health care system, school system, local government and growth in the number of small businesses and large scale retail trade establishments.

In addition, Jefferson and Jackson County will continue to become a destination point for (1) working class population owing to the increasing size of the service sector, in particular the healthcare and retail trade sectors, and (2) retirees and empty nesters relocating to the area. These scenarios, in turn, will result in employment growth in the local area service and trade sectors.

For that portion of the 55 to 65 elderly subject target group that still desires or needs to continue working on a part-time basis, the Jefferson and Jackson County local economy provides many opportunities. The majority of the opportunities are in the local service and trade sectors of the economy.

A map of the major employment concentrations in the Jefferson PMA is exhibited on the next page. The majority of jobs are concentrated in the Jefferson area, with small concentrations in other locations along the major transportation corridors, particularly 1-85.

# Major Employment Nodes



## SECTION G

### PROJECT-SPECIFIC DEMAND ANALYSIS

This analysis examines the area market demand in terms of a specified GA-DCA demand methodology. This incorporates several sources of income eligible demand, including demand from new renter household growth and demand from existing elderly renter households already in the

Jefferson PMA market.

Note: All elements of the demand methodology will be segmented by age (elderly 55 and over) and income, owing to the availability of detailed age 55+ income by tenure data.

This methodology develops an effective market demand comprising eligible demand segments based on household characteristics and typical demand sources. It evaluates the required penetration of this effective demand pool. The section also includes estimates of reasonable absorption of the proposed units. The demand analysis is premised upon the estimated year that the subject will be placed in service in mid to late 2020, with the first full year of occupancy in 2021.

In this section, the effective project size is 56-units. Throughout the demand forecast process, income qualification is based on the distribution estimates derived in Tables 6 and 7 from the previous section of the report.

Subsequent to the derivation of the annual demand estimate, the project is considered in the context of the current market conditions. This assesses the size of the proposed project compared to the existing population, including factors of tenure and income qualification. This indicates the proportion of the occupied housing stock that the project would represent and gives an indication of the scale of the proposed complex in the market. This does not represent potential demand, but can provide indicators of the validity of the demand estimates and the expected capture rates.

The demand analysis will address the impact on demand from existing and proposed like-kind competitive supply. In this case, demand is discriminated by age and income.

Finally, the potential impact of the proposed project on the housing market supply is evaluated, particularly the impact on other like-kind assisted elderly apartment projects in the market area.

## Income Threshold Parameters

This market study focused upon the following target population regarding income parameters:

- (1) - Occupied by households at 60 percent or below of area median income.
- (2) - Projects must meet the person per unit imputed income requirements of the Low Income Housing Tax Credit, as amended in 1990. Thus, for purposes of estimating rents, developers should assume no more than the following: (a) For efficiencies, 1 Person; (b) For units with one or more separate bedrooms, 1.5 persons for each separate bedroom.
- (3) - The proposed development will be available to Section 8 voucher holders.
- (4) - The 2017 HUD Income Limits.
- (5) - 0% of the units will be set aside as market rate with no income restrictions.

**Analyst Note:** The subject will comprise 12 one-bedroom and 44 two-bedroom units. The expected minimum to maximum number of people per unit is:

1BR - 1 and 2 persons  
2BR - 2 persons

**Analyst Note:** As long as the unit in demand is income qualified there is no minimum number of people per unit. It is assumed that the target group for the proposed elderly development (by household size) will be one and two persons. Given the intended subject targeting by age, only household sizes of 1 and 2 persons were utilized in the determination of the income ranges by AMI.

The proposed development will target approximately 20% of the units at 50% or below of area median income (AMI) and approximately 80% at 60% AMI.

The lower portion of the target income range is set by the proposed subject 1BR gross rents at 50% and 60% AMI.

It is estimated that households at the subject will spend between 30% and 45% of income for gross housing expenses, including utilities and maintenance. Recent Consumer Expenditure Surveys (including the most recent) indicate that the average cost paid by renter households is around 36% of gross income. Given the subject property intended target group it is estimated that the target LIHTC income group will spend between 25% and 50% of income on rent. GA-DCA has set the estimate for elderly applications at 40%.

The proposed 1BR net rent at 50% AMI is \$450. The estimated utility cost is \$109. The proposed 1BR gross rent is \$559. The lower income limit at 50% AMI based on a rent to income ratio of 40% is established at \$16,770.

The proposed 1BR net rent at 60% AMI is \$475. The estimated utility cost is \$109. The proposed 1BR gross rent is \$584. The lower income limit at 60% AMI based on a rent to income ratio of 40% is established at \$17,520.

The maximum income limit at 50% and 60% AMI for 1 and 2 person households in Jackson County follows:

	<b>50%</b> <b><u>AMI</u></b>	<b>60%</b> <b><u>AMI</u></b>
1 Person -	<b>\$22,300</b>	<b>\$26,760</b>
2 Person -	<b>\$25,450</b>	<b>\$30,540</b>

Source: 2017 HUD MTSP Income Limits.

**Target Income Ranges**

The overall income range for the targeting of income eligible households at 50% AMI is \$16,770 to \$25,450.

The overall income range for the targeting of income eligible households at 60% AMI is \$17,520 to \$30,540.

## SUMMARY

### Target Income Range - Subject Property - by Income Targeting Scenario

#### 50% AMI

The overall **Target Income Range** for the proposed subject property targeting households at 50% AMI is \$16,770 to \$25,450.

It is projected that in 2021, approximately **8.5%** of the elderly owner-occupied households age 55+ in the PMA will be in the subject property 50% AMI LIHTC target income group of \$16,770 to \$25,450.

It is projected that in 2021, approximately **19%** of the elderly renter-occupied households age 55+ in the PMA will be in the subject property 50% AMI LIHTC target income group of \$16,770 to \$25,450.

#### 60% AMI

The overall **Target Income Range** for the proposed subject property targeting households at 60% AMI is \$17,520 to \$30,540.

It is projected that in 2021, approximately **12.5%** of the elderly owner-occupied households age 55+ in the PMA will be in the subject property 60% AMI LIHTC target income group of \$17,520 to \$30,540.

It is projected that in 2021, approximately **26.5%** of the elderly renter-occupied households age 55+ in the PMA will be in the subject property 60% AMI LIHTC target income group of \$17,520 to \$30,540.

#### Adjustments

In order to adjust for income overlap between the 50% and 60% AMI income segments several adjustments were made resulting in the following discrete estimates/percentages of household age 55+, within the 50% AMI, and 60% AMI income ranges. The 60% income segment estimate was reduced in order to adjust for overlap with the 50% AMI income target group, but only moderately.

	<u>Owner-Occupied</u>	<u>Renter-Occupied</u>
50% AMI	5.0%	11.0%
60% AMI	7.5%	17.5%

## **Effective Demand Pool**

In this methodology, there are four basic sources of demand for an apartment project to acquire potential elderly tenants:

- \* net renter household formation (normal growth),
- \* existing elderly renter households who are living in substandard housing,
- \* existing renters who choose to move to another unit, typically based on affordability (rent overburdened), project location, and features, and
- \* current homeowners who elect to become renters, typically based on changing physical and financial circumstances and yield to the difficulty in maintaining a home.

As required by the most recent set of GA-DCA Market Study Guidelines, several adjustments are made to the basic model. The methodology adjustments are:

(1) taking into consideration like-kind competitive units now in the "pipeline", and/or under construction within the forecast period, and

(2) taking into consideration like-kind competition introduced into the market during 2016 and 2017.

## **Demand from New Elderly Renter Households (Growth)**

For the PMA, forecast housing demand through household formation totals 490 households age 55+ over the 2019 to 2021 forecast period. By definition, were this to be growth it would equal demand for new housing units. This demand would further be qualified by tenure and income range to determine how many would belong to the subject target income group. During the 2019 to 2021 forecast period it is calculated that 79 or approximately 16% of the new households formations age 55 and over would be renters.

Based on 2021 income forecasts, 9 new elderly renter households fall into the 50% AMI target income segment of the proposed subject property and 14 into the 60% AMI target income segment.

## **Demand from Existing Renters that are In Substandard Housing**

The most current and reliable data from the US Census regarding substandard housing is the 2000 census, and the 2012-2016 American Community Survey. By definition, substandard housing in this market study is from Tables H21 and H48 in Summary File 3 of the 2000 census - Tenure by Age of Householder by Occupants Per Room and Tenure by Plumbing Facilities, respectively. By definition, substandard housing in this market study is from Tables B25015 and B25016 in the 2012-2016 American Community Survey 5-Year Estimates - Tenure by Age of Householder by Occupants Per Room and Tenure by Plumbing Facilities, respectively.

Based upon 2000 Census data, 9 elderly renter-occupied households were defined as residing in substandard housing within the PMA. Based upon 2012-2016 American Community Survey data, 20 elderly renter-occupied households were defined as residing in substandard housing. The forecast in 2021 was for 25 elderly renter occupied households residing in substandard housing in the PMA.

Based on 2021 income forecasts, 3 substandard elderly renter households fall into the target income segment of the proposed subject property at 50% AMI and 4 in the 60% AMI segment.

## **Demand from Existing Renters**

An additional source of demand for rental units is derived from renter households desiring to move to improve their living conditions, to accommodate different space requirements, because of changes in financial circumstances or affordability. For this portion of the estimate, rent overburdened households are included in the demand analysis. Note: This segment of the demand analysis excluded the estimate of demand by substandard housing as defined in the previous segment of the demand analysis.

By definition, rent overburdened are those households paying greater than 30% to 35% of income to gross rent\*. The most recent census based data for the percentage of households that are rent overburdened by income group is the 2000 census. In addition, the 2012-2016 American Community Survey provides the most current estimated update of rent overburden statistical information. Forecasting this percentage estimate forwarded into 2021 is extremely problematic and would not hold up to the rigors of statistical analysis. It is assumed that the percentage of rent overburdened households within the target income range has increased, owing to the 2009-2013 national and worldwide recession.

The 2012-2016 ACS indicates that within Jackson County about 70% of all households age 65 and over (owners & renters) are rent overburdened. In addition, the ACS estimates that approximately 91.5% of all renters (regardless of age) within the \$10,000 to \$19,999 income range are rent overburdened, versus 72.5% in the \$20,000 to \$34,999 income range.

It is estimated that approximately 85% of the elderly renters with incomes in the 50% AMI target income segment are rent overburdened, and 85% of the elderly renters with incomes in the 60% AMI target income segment are rent overburdened.

**\*Note:** HUD and the US Census define a rent over burdened household at 30% or greater of income to rent.

In the PMA it is estimated that 116 existing elderly renter households are rent overburdened and fall into the 50% AMI target income segment of the proposed subject property, and 203 are in the 60% AMI segment.

### **Elderly Homeowner Tenure Conversion**

An additional source of potential tenants involves elderly householders who currently own a home, but who may switch to a rental unit. This tendency is divergent for non-elderly and elderly households, and is usually the result of changes in circumstances in the households - the financial ability to pay maintenance costs and property taxes, the physical ability to maintain a larger, detached house, or an increased need for security and proximity of neighbors. In most cases, the need is strongest among single-person households, primarily female, but is becoming more common among older couples as well. Frequently, pressure comes from the householders' family to make the decision to move.

Recent surveys of new assisted housing for the elderly have indicated that an average of 15% to 30% of a typical, elderly apartment project's tenants were former homeowners. In order to remain conservative this demand factor was capped at **2.5%**.

**Note:** This element of the demand methodology does not allow for more than 2% of the overall demand estimate (up to this portion of the demand methodology) to be derived from owner-occupied tenure. (This is to ensure that there is no over weighting of demand from this portion of the demand methodology.) In addition, it is limited to elderly owner-occupied households age 55 and over.

After income segmentation, this results in 9 elderly households added to the target demand pool at 50% AMI and 13 elderly households added to the target demand pool at 60% AMI.

After adjusting for the 2% Rule, the 50% AMI segment was reduced by 6, and the 60% AMI segment was reduced by 9.

## **Total Effective Tenant Pool**

The potential demand from these sources (in the methodology) total 131 households/units at 50% AMI. The potential demand from these sources (in the methodology) total 207 households/units at 60% AMI. These estimates comprise the total income qualified demand pool from which the tenants at the proposed project will be drawn from the PMA.

These estimates comprise the total income qualified demand pool from which the tenants at the proposed project will be drawn from the PMA.

Naturally, not every household in this effective demand pool will choose to enter the market for a new unit; this is the gross effective demand.

These estimates of demand will still need to be adjusted for the introduction of new like-kind LIHTC supply into the PMA that is either: (1) built in 2016-2017, placed in service in 2016-2017, or currently in the rent-up process, (2) under construction, and/or (3) in the pipeline for development (if any).

## Upcoming Direct Competition

An additional adjustment is made to the total demand estimate. The estimated number of direct competitive supply under construction and/or in the pipeline for development must be taken into consideration.

A review of the 2015 to 2017 list of awards for both LIHTC & Bond applications made by the Georgia Department of Community Affairs revealed that one award was made for a LIHTC elderly development within the Jefferson PMA in 2017 and one award was made for a LIHTC family development within the Jefferson PMA in 2015.

The 80-unit LIHTC family development, Hardin Terrace, is presently under construction.



This property is not considered to be comparable to the proposed subject development and will not be taken into consideration within the quantitative demand methodology.

The LIHTC elderly new construction award in 2017 was for the 65-unit Azalea Senior Village apartment development. The property's income targeting is 50%, 60% and Market. The development is currently in the early stage of development. This property is considered to be comparable to the proposed subject development, and will be taken into consideration within the quantitative demand methodology.

<b>Azalea Senior Village</b>			
<b>BR/Type</b>	<b>50% AMI</b>	<b>60% AMI</b>	<b>Market</b>
1BR/1b	8	2	--
2BR/1b	12	18	25

The segmented, effective demand pool for the proposed LIHTC elderly new construction development is summarized in Table 16.

**Table 16**

**LIHTC Quantitative Demand Estimate: Jefferson PMA**

	AMI	AMI
● <u>Demand from New Growth - Elderly Renter Households</u>	<u>50%</u>	<u>60%</u>
Total Projected Number of Households (2021)	1,271	1,271
Less: Current Number of Households (2019)	<u>1,192</u>	<u>1,192</u>
Change in Total Renter Households	+ 79	+ 79
% of Renter Households in Target Income Range	<u>11%</u>	<u>17.5%</u>
Total Demand from New Growth	<b>9</b>	<b>14</b>
● <u>Demand from Substandard Housing with Renter Households</u>		
Number of Households in Substandard Housing (2016)	20	20
Number of Households in Substandard Housing (2017)	25	25
% of Substandard Households in Target Income Range	<u>11%</u>	<u>17.5%</u>
Number of Income Qualified Renter Households	<b>3</b>	<b>4</b>
● <u>Demand from Existing Elderly Renter Households</u>		
Number of Renter Households (2021)	1,271	1,271
Minus Number of Substandard Renter Household	<u>- 25</u>	<u>- 25</u>
Total in Eligible Demand Pool	1,246	1,246
% of Households in Target Income Range	<u>11%</u>	<u>17.5%</u>
Number of Income Qualified Renter Households	116	185
Proportion Income Qualified (that are Rent Overburden)	<u>85%</u>	<u>85%</u>
Total	<b>116</b>	<b>185</b>
● <u>Total Demand From Elderly Renters</u>	<b>128</b>	<b>203</b>
● <u>Demand from Existing Elderly Owner Households</u>		
Number of Owner Households (2021)	6,909	6,909
% of Households in Target Income Range	<u>5%</u>	<u>7.5%</u>
Number of Income Qualified Owner Households	345	518
Proportion Income Qualified (likely to convert tenure)	<u>2.5%</u>	<u>2.5%</u>
Total	9	13
2% Rule Adjustment	<u>- 6</u>	<u>- 9</u>
Net (after adjustment)	<b>3</b>	<b>4</b>
● <u>Net Total Demand</u>	<b>131</b>	<b>207</b>
● <u>Minus New Supply of Competitive Units (2016-2017)</u>	<u>- 20</u>	<u>- 20</u>
● <u>Gross Total Demand</u>	<b>111</b>	<b>187</b>

**Table 16 - Converted w/in GA-DCA Required Table**

	HH @30% AMI xx,xxx to xx,xxx	HH @50% AMI \$16,770 to \$25,450	HH@ 60% AMI \$17,520 to \$30,540	HH @ Market \$xx,xxx to \$xx,xxx	All LIHTC Households
Demand from New Households (age & income appropriate)		9	14		23
Plus					
Demand from Existing Renter Households - Substandard Housing		3	4		7
Plus					
Demand from Existing Renter Households - Rent Overburdened households		116	185		301
Sub Total		128	203		331
Demand from Existing Households - Elderly Homeowner Turnover (limited to 2%)		3	4		7
Equals Total Demand		131	207		338
Less					
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the project market between 2016 and the present		20	20		40
Equals Net Demand		111	187		298

**Capture Rate Analysis**

After adjusting for new like kind supply, the total number of LIHTC Income Qualified Households = 298. For the subject 56 LIHTC units this equates to an overall LIHTC Capture Rate of **18.8%**.

● <u>Capture Rate</u> (56 unit subject, by AMI)	50%	60%
	<u>AMI</u>	<u>AMI</u>
Number of Units in Subject Development	12	44
Number of Income Qualified Households	111	187
Required Capture Rate	<b>10.8%</b>	<b>23.5%</b>

● Total Demand by Bedroom Mix

Approximately 45% of the 55 and over population in the PMA is in the 55 to 64 age group. Also, of the PMA population that comprises 1 and 2 person households (both owners and renters), approximately 37.5% are 1 person and 62.5% are 2 person (see Table 8). In addition, the size of the households age 55+ in the 2019 to 2021 forecast period is forecasted to increase from 1.79 to 1.81, and by 2023 to have increased to a 1.825 ratio. All these factors in turn suggests additional demand support for 2BR units.

Based on these data it is assumed that 25% of the target group will demand a 1BR unit and 75% a 2BR unit.

\* At present there is one LIHTC like kind competitive property in the pipeline for development. Azalea Senior Village is a 65-unit LIHTC/Market Rate HFOP development, of which 40 units are LIHTC and 25 are Market. The LIHTC units at 50% and 60% AMI are taken into consideration within the quantitative demand methodology.

**Total Demand by Bedroom Type (at 50% AMI)**

1BR - 33  
 2BR - 98  
 Total - 131 (pre adjustment)

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	33	8	25	3	12.0%
2BR	98	12	86	9	10.5%

**Total Demand by Bedroom Type (at 60% AMI)**

1BR - 52  
 2BR - 155  
 Total - 207 (pre adjustment)

	<u>Total Demand</u>	<u>New Supply*</u>	<u>Net Demand</u>	<u>Units Proposed</u>	<u>Capture Rate</u>
1BR	52	2	50	9	18.0%
2BR	155	18	137	35	25.5%

## Capture Rate Analysis Chart

Income Targeting	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Abspt
30% AMI							
1BR							
2BR							
3BR							
4BR							
50% AMI							
1BR	\$16,770-\$22,300	3	33	8	25	12.0%	1 mo.
2BR	\$20,100-\$25,450	9	98	12	86	10.3%	2 mos.
3BR							
4BR							
60% AMI							
1BR	\$17,520-\$26,760	9	52	2	50	18.0%	2 mos.
2BR	\$20,850-\$30,540	35	155	18	137	25.5%	4 mos.
3BR							
4BR							
Market Rate							
1BR							
2BR							
3BR							
4BR							
Total 30%							
Total 50%	\$16,770-\$25,450	12	131	20	111	10.8%	2 mos.
Total 60%	\$17,520-\$30,540	44	207	20	187	23.5%	4 mos.
Total LIHTC	\$16,770-\$30,540	56	338	40	298	18.8%	4 mos.
Total Market							

- Penetration Rate:

The NCHMA definition for Penetration Rate is: "The percentage of age and income qualified renter households in the Primary Market Area that all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to achieve the Stabilized Level of Occupancy."

The above capture rate analysis and findings already take into consideration like-kind upcoming and pipeline development. In fact, the final step of the Koontz & Salinger demand and capture rate methodologies incorporates penetration rate analysis.

## Overall Impact to the Rental Market

In the opinion of the market analyst, the proposed LIHTC elderly development **will not negatively impact** the existing supply of program assisted LIHTC elderly properties located within the Jefferson PMA in the short or long term. At the time of the survey, the existing LIHTC elderly developments located within the area competitive environment were on average 100% occupied, and all three properties maintain a waiting list.

At the time of the survey, the newest LIHTC elderly development (Mason Manor - 2016), located in nearby Commerce was 100% occupied, and maintained a lengthy waiting list with 43 applicants. At the time of the survey, the Main Street Brasleton LIHTC elderly development, built in 2014, and located in nearby Hoschton was 100% occupied, and maintained a lengthy waiting list with 40 applicants. At the time of the survey, Maple Square I, built in 2012, and located adjacent to the proposed subject site is 100% occupied had a lengthy waiting list with 192 applications.

Some relocation of elderly tenants in the existing LIHTC elderly properties could occur in any of the properties, particularly those properties absent deep subsidy rental assistance (RA) support. This is considered to be normal when a new property is introduced within a competitive environment, resulting in very short term negative impact.

**SECTION H**

**COMPETITIVE ENVIRONMENT &  
SUPPLY ANALYSIS**

This section of the report evaluates the general rental housing market conditions in the PMA and the adjacent Commerce apartment market, for both program assisted properties and market rate properties.

Part I of the survey focused upon a sample of market rate properties within the competitive environment. Part II consisted of a survey of the program assisted properties in Jackson County, which includes two LIHTC family properties, and three LIHTC elderly properties, of which one is outside the county, yet very close to the county line. The analysis includes individual summaries and pictures of properties.

The Jefferson apartment market is representative of a semi-urban apartment market, greatly influenced by a larger and adjacent rural hinterland. In addition, both program assisted and market rate supply is located in nearby Commerce, about 12-miles northeast of Jefferson. At present, the competitive environment has a small number market rate apartment properties. The competitive environment apartment market contains a small supply of program assisted properties, including several USDA-RD properties.

**Part I - Sample Survey of Market Rate Apartments**

Seven market rate properties representing 354 units, were surveyed in the subject's overall competitive environment, in detail. Note: In addition, the 22 market rate units at one of the surveyed LIHTC family properties were included within this section of the market study. Several key findings in the conventional apartment market include:

- \* At the time of the survey, the overall estimated vacancy rate of the surveyed market rate apartment properties was less than 1%, at 0.6%.
- \* The bedroom mix of the surveyed market rate apartment properties is 11% 1BR, 83% 2BR and 6% 3BR.
- \* A survey of the conventional apartment market exhibited the following average, median and range of net rents, by bedroom type, in the area competitive environment:

<b>Market Rate Competitive Environment - Net Rents</b>			
<b>BR/Rent</b>	<b>Average</b>	<b>Median</b>	<b>Range</b>
1BR/1b	\$661	\$700	\$500-\$705
2BR/1b	\$630	\$600	\$525-\$800
2BR/1.5 & 2b	\$766	\$740	\$550-\$950
3BR/1b & 2b	\$886	\$885	\$850-\$900

Source: Koontz & Salinger. May, 2018

\* At the time of the survey, none of the surveyed market rate properties were offering rent concessions.

\* The survey of the competitive apartment market exhibited the following average, median and range of size of units, by bedroom type, in the area competitive environment:

<b>Surveyed Competitive Environment - Unit Size</b>			
<b>BR/Size</b>	<b>Average</b>	<b>Median</b>	<b>Range</b>
1BR/1b	668	650	575-975
2BR/1b	929	1000	750-1000
2BR/1.5b & 2b	1091	1120	1000-1230
3BR/1b & 2b	1350	1350	1350-1350

Source: Koontz & Salinger. May, 2018

\* The subject will offer competitive unit sizes, by floor plan, in comparison with the existing market rate properties.

## **Part II - Survey of the Program Assisted Market**

Seven program assisted properties targeting the general and elderly population representing 452 units, were surveyed in detail. Several key findings in the local program assisted apartment market include:

\* At the time of the survey, the overall estimated vacancy rate of the surveyed program assisted apartment properties was 1.3%.

\* At the time of the survey, the overall estimated vacancy rate of the surveyed USDA-RD properties was 5.9%. Both properties maintain a waiting list.

\* At the time of the survey, the overall estimated vacancy rate of the surveyed LIHTC family properties was 1.0%. One of the two properties has a waiting list.

\* At the time of the survey, the overall estimated vacancy rate of the surveyed LIHTC elderly properties was 0%. All three properties have a waiting list, ranging in size between 40 and 192 applicants.

\* At the time of the survey, Maple Square I (LIHTC elderly) had 192-applicants on the waiting list, of which around 90 were for a 1BR unit and 102 for a 2BR unit. The development was 100% occupied within 3-months of opening.

\* At the time of the survey, Main Street Braselton (LIHTC elderly) had 40-applicants on the waiting list. The development was 100% occupied within 9-months of opening.

\* At the time of the survey, Mason Manor (LIHTC elderly) had 43-applicants on the waiting list, 18 were for a 1BR unit & 25 for a 2BR unit. The development was 100% occupied within 3-months.

## Section 8 Vouchers

The Section 8 voucher program for Jackson County is managed by the Georgia Department of Community Affairs, Atlanta Office. At the time of the survey, the Georgia State Office stated that 11 vouchers held by households were under contract within Jackson County, of which 6 were elderly households and 5 non elderly. In addition, it was reported that presently there are 19 applicants on the waiting list. The waiting list is presently closed. Source: Ms. Sharon El, Administrative Assistant, GA-DCA, Atlanta Office, Sharon.EL@dca.ga.gov, March 23, 2018.

## Comparable Properties

\* The most comparable surveyed market rate properties to the subject in terms of rent reconciliation/advantage analysis are:

Comparable Market Rate Properties: By BR Type		
1BR	2BR	3BR
Heritage Crossing	D & D Properties	
Hillcrest	Heritage Crossing	
Jefferson Heights	Hillcrest	
	Jackson Place	
	Jefferson Heights	
	Mount Olive Way	

Source: Koontz & Salinger. May, 2018

\* The most direct like-kind comparable surveyed properties to the proposed subject development in terms of age and income targeting are the recently developed Maple Square I, Main Street Braselton and Mason Manor LIHTC elderly properties.

\* In terms of market rents, and subject rent advantage, the most comparable properties comprise five surveyed market rate properties and the market rate units in one LIHTC-Family property, all located within the competitive environment.

## Housing Voids

At the time of the survey, the existing LIHTC elderly property in the PMA, Maple Square I was 100% occupied, and had 192 applicants on the waiting list, of which around 90 were for a 1BR unit and 102 for a 2BR unit. Maple Square I was 100% occupied within 3 months of opening. In addition, nearby Main Street Braselton and Mason Manor are both 100% occupied, with 40 and 43 applicants on a waiting list, respectively. Main Street Braselton was 100% occupied within 9-months and Mason Manor was 100% occupied within 3-months.

Given the overwhelming demand for affordable, professionally managed, LIHTC elderly apartment units at these three properties the market is clearly indicating that a continuing housing void is evident where the supply of LIHTC elderly housing is not sufficient enough to accommodate current and forecasted demand.

## Fair Market Rents

The 2018 Fair Market Rents for Jackson County, GA are as follows:

Efficiency	= \$ 583
1 BR Unit	= \$ 587
2 BR Unit	= \$ 770
3 BR Unit	= \$ 968
4 BR Unit	= \$1267

\*Fair Market Rents are gross rents (include utility costs)

Source: [www.huduser.gov](http://www.huduser.gov)

**Note:** The proposed subject property LIHTC one and two-bedroom gross rents are set below the maximum Fair Market Rent for one and two-bedroom units at 50% and 60% AMI. Thus, the subject property LIHTC 1BR and 2BR units at 50% and 60% AMI will be readily marketable to Section 8 voucher holders in Jackson County.

## Change in Average Rents

Between 2015 and 2018, the Jefferson competitive environment conventional apartment market exhibited the following change in average net rents, by bedroom type:

	<u>2015</u>	<u>2018</u>	<u>% Change</u>	<u>Annual % Change</u>
1BR/1b	\$520	\$661	+ 27.1%	+ 9.0%
2BR/1b	\$570	\$630	+ 10.5%	+ 3.5%
2BR/1.5b & 2b	\$630	\$766	+ 21.6%	+ 7.2%
3BR/1b & 2b	\$850	\$886	+ 4.2%	+ 1.4%

Table 17 exhibits building permit data between 2000 and 2017. The permit data is for Jackson County. Between 2000 and 2017, 11,545 permits were issued in Jackson County, of which, 332 or approximately 3% were multi-family units.

<b>Table 17</b>			
<b>New Housing Units Permitted: Jackson County, 2000-2017<sup>1</sup></b>			
Year	Net Total <sup>2</sup>	Single-Family Units	Multi-Family Units
2000	864	766	98
2001	772	762	10
2002	912	908	4
2003	856	850	6
2004	1,523	1,515	8
2005	1,457	1,445	12
2006	1,388	1,378	10
2007	816	819	--
2008	329	329	--
2009	72	72	--
2010	82	82	--
2011	116	116	--
2012	70	70	--
2013	348	292	56
2014	455	455	--
2015	612	612	48
2016	873	873	--
2017	Na	Na	80
<b>Total</b>	<b>11,545</b>	<b>11,213</b>	<b>332</b>

<sup>1</sup>Source: New Privately Owned Housing Units Authorized In Permit Issuing Places, U.S. Department of Commerce, C-40 Construction Reports. U.S. Census Bureau.

Selig Center for Economic Growth.

<sup>2</sup>Net total equals new SF and MF dwellings units.

Table 18 exhibits the project size, bedroom mix, number of vacant units (at time of the survey), net rents and unit sizes of the surveyed conventional apartment properties in the Jefferson/Jackson County competitive environment.

Table 18											
SURVEY OF CONVENTIONAL APARTMENT COMPLEXES											
PROJECT PARAMETERS											
Complex	Total Units	1BR	2BR	3BR	Vac. Units	1BR Rent	2BR Rent	3BR Rent	SF 1BR	SF 2BR	SF 3BR
<b>Subject</b>	56	12	44	--	Na	\$450-\$475	\$525-\$550	--	1026	1339	--
Cross Creek	20	--	20	--	1	--	\$525-\$550	--	--	875-1050	--
Curry Crossing	24	--	24	--	0	--	\$600	--	--	1000	--
D & D	17	--	17	--	1	--	\$600-\$650	--	--	1000-1200	--
Jackson Pl	50	--	50	--	0	--	\$720	--	--	1000	--
Jefferson Heights	24	8	16	--	0	\$500	\$600	--	575	750	--
Mount Olive Way	103	--	103	--	0	--	\$740	--	--	1075	--
Hillcrest	116	29	71	16	1	\$700	\$800-\$950	\$900	600-700	1000-1230	1350
<b>Total*</b>	<b>354</b>	<b>37</b>	<b>301</b>	<b>16</b>	<b>2</b>						

\* - Excludes the subject property

Comparable Properties are highlighted in red.

Source: Koontz and Salinger. May, 2018.

Table 19 exhibits the key amenities of the subject and the surveyed conventional apartment properties. Overall, the subject is competitive to very competitive with all of the existing conventional apartment properties in the market regarding the unit and development amenity package.

Table 19													
SURVEY OF CONVENTIONAL APARTMENT COMPLEXES UNIT & PROJECT AMENITIES													
Complex	A	B	C	D	E	F	G	H	I	J	K	L	M
<b>Subject</b>	x	x			x	x		x	x	x	x	x	x
Cross Creek						x		x	x	x	x		
Curry Crossing						x		x	x	x	x		
D & D		x				x	x	x	x	x	x		
Jackson Pl						x		x	x	x	x		
Jefferson Heights		x							x	x	x	x	
Mount Olive Way					x	x	x	x	x	x	x		x
Hillcrest		x				x		x	x	x	x		x

Source: Koontz and Salinger. May, 2018.

Key: A - On-Site Mgmt      B - Central Laundry      C - Pool  
 D - Tennis Court      E - Playground/Rec Area      F - Dishwasher  
 G - Disposal      H - W/D Hook-ups      I - A/C  
 J - Cable Ready      K - Mini-Blinds      L - Community Rm/Exercise Rm  
 M - Storage/other (inc. - ceiling fan, microwave, patio/balcony)

Table 20 exhibits the project size, bedroom mix, number of vacant units (at time of the survey), net rents and unit sizes of the surveyed program assisted apartment properties in the Jefferson/Jackson County competitive environment.

Table 20											
SURVEY OF PROGRAM ASSISTED APARTMENT COMPLEXES											
PROJECT PARAMETERS											
Complex	Total Units	1BR	2BR	3BR	Vac. Units	1BR Rent	2BR Rent	3BR Rent	SF 1BR	SF 2BR	SF 3BR
<b>Subject</b>	56	12	44	--	Na	\$450-\$475	\$525-\$550	--	1026	1339	--
<b>USDA-RD</b>											
Heritage Heights	44	10	34	--	4	\$470	\$500	--	Na	Na	--
Heritage Court	24	12	12	--	0	\$425	\$470	--	Na	Na	--
Sub Total	68	22	46	--	4						
<b>LIHTC-EL</b>											
Maple Square	56	28	28	--	0	\$434-\$480	\$509-\$535	--	822	1052	--
Main Street Braselton	80	28	52	--	0	\$545-\$1000	\$650-\$1345	--	713	964-1015	--
Mason Manor	48	12	36	--	0	\$380	\$455	--	900	1098	--
Sub Total	184	68	116	--	0						
<b>LIHTC-FM</b>											
Heritage Crossing	120	12	72	36	1	\$543-\$705	\$646-\$805	\$736-\$850	975	1175	1350
Heritage Hills	80	10	50	20	1	\$553-\$673	\$659-\$710	\$753-\$799	900	1150	1270
Sub Total	200	22	122	56	2						
<b>Total*</b>	<b>452</b>	<b>112</b>	<b>284</b>	<b>56</b>	<b>6</b>						

\* - Excludes the subject property

Na - Not available

\*\* Basic rent noted for USDA-RD properties

*Comparable Properties are highlighted in red.*

Source: Koontz and Salinger. May, 2018.

Table 21 exhibits the key amenities of the subject and the surveyed program assisted apartment properties. Overall, the subject is competitive to very competitive the existing program assisted apartment properties in the market regarding the unit and development amenity package.

Table 21													
SURVEY OF PROGRAM ASSISTED APARTMENT COMPLEXES													
UNIT & PROJECT AMENITIES													
Complex	A	B	C	D	E	F	G	H	I	J	K	L	M
<b>Subject</b>	x	x			x	x		x	x	x	x	x	x
<b>USDA-RD</b>													
Heritage Heights	x	x						x	x	x	x		
Heritage Court	x	x						x	x	x	x		
<b>LIHTC-FM</b>													
Heritage Crossing	x	x	x		x	x	x	x	x	x	x	x	x
Heritage Hills	x	x	x		x	x	x	x	x	x	x	x	x
<b>LIHTC-EL</b>													
Maple Square	x	x			x	x		x	x	x	x	x	x
Main Street Braselton	x	x				x	x	x	x	x	x	x	x
Mason Manor	x	x			x	x	x	x	x	x	x	x	x

Source: Koontz and Salinger. May, 2018.

Key: A - On-Site Mgmt      B - Central Laundry      C - Pool  
 D - Tennis Court      E - Playground/Rec Area      F - Dishwasher  
 G - Disposal      H - W/D Hook-ups      I - A/C  
 J - Cable Ready      K - Mini-Blinds      L - Community Rm/Exercise Rm  
 M - Storage/other (inc. - ceiling fan, microwave, patio/balcony)

The data on the individual complexes, reported on the following pages, were reported by the owners or managers of the specific projects. In some cases, the managers / owners were unable to report on a specific project item, or declined to provide detailed information.

A map showing the location of the program assisted properties in the PMA is provided on page 97. A map showing the location of the surveyed Market Rate properties located within the Jefferson competitive environment is provided on page 98. A map showing the location of the surveyed Comparable Market Rate properties in the Jefferson competitive environment is provided on page 99.

**Survey of the Competitive Environment - Market Rate**

1. Cross Creek Duplexes, Hospital Rd, Commerce (706) 886-3858

**Contact:** Karen Rexall, Mgr (3/12/18)  
**Date Built:** 1994

**Type:** Conventional  
**Condition:** Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Unit Size sf</u>	<u>Vacant</u>
2BR/1b & 1.5b	20	\$525-\$550	875-1050	1
Total	20			1

**Typical Occupancy Rate:** 95%  
**Security Deposit:** \$600  
**Normal Turnover:** "low"

**Waiting List:** Yes (3)  
**Re-Lease:** Na  
**Concessions:** No

**Utilities Included:** None

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

**Amenities - Project**

On-Site Mgmt	No	Pool	No
Laundry Room	No	Clubhouse	No
Fitness Ctr	No	Recreation Area	No
Business Ctr	No	Picnic Area	No

**Design:** townhouse



2. Curry Crossing Apartments, Border St, Jefferson (706) 367-9464

**Contact:** Glenda, Hays Construction Company (3/12/18)

**Type:** Conventional

**Date Built:** 1986

**Condition:** Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/1b	24	\$600	1000	0
Total	24			0

**Typical Occupancy Rate:** 100%  
**Security Deposit:** \$400  
**Utilities Included:** None

**Waiting List:** 1<sup>st</sup> come 1<sup>st</sup> serve  
**Concessions:** No  
**Turnover:** Na

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

**Amenities - Project**

On-Site Mgmt	No	Pool	No
Laundry Room	No	Clubhouse	No
Fitness Ctr	No	Recreation Area	No
Business Ctr	No	Picnic Area	No

**Design:** 1 story

**Remarks:** has been 100% occupied over the last 2 years



3. D & D Properties, Jefferson Road, Commerce (706) 296-9497

**Contact:** Mr Ron Bond, Schubert & Co.  
(3/12/18)

**Type:** Conventional

**Date Built:** 1970/91

**Condition:** Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/1b	9	\$600	1000	0
2BR/1.5 TH	8	\$650	1200	0
Total	17			0

**Typical Occupancy Rate:** 95%-99%  
**Security Deposit:** 1 month rent  
**Utilities Included:** None

**Waiting List:** 1<sup>st</sup> come 1<sup>st</sup> serve  
**Concessions:** No  
**Turnover:** Na

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	Some	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

**Amenities - Project**

On-Site Mgmt	No	Pool	No
Laundry Room	Yes	Clubhouse	No
Fitness Ctr	No	Recreation Area	No
Business Ctr	No	Picnic Area	No

**Design:** 2 story & townhouse

**Remarks:** all townhouse units include washer/dryer hook-ups



4. Jackson Place, 136 Victoria Way, Commerce (706) 335-7853

**Contact:** Ms Angie, Kelly Realty (3/14/18) **Type:** Conventional

**Date Built:** 1997 **Condition:** Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/2b	50	\$720	1000	0
Total	50			0

**Typical Occupancy Rate:** 100%

**Security Deposit:** \$300 to 1 month rent

**Utilities Included:** None

**Waiting List:** 1<sup>st</sup> come 1<sup>st</sup> serve

**Concessions:** No

**Turnover:** Na

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

**Amenities - Project**

On-Site Mgmt	No	Pool	No
Laundry Room	No	Clubhouse	No
Fitness Ctr	No	Recreation Area	No
Business Ctr	No	Picnic Area	No

**Design:** 1 story



5. Jefferson Heights, 549 Danielsville St, Jefferson (706) 367-9891  
 (844) 329-9310

**Contact:** Betty-Jo Standrich, Mgr (3/14/18)      **Type:** Conventional

**Date Built:** 1984      **Condition:** Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	8	\$500	575	0
2BR/1b	16	\$600	750	0
Total	24			0

**Typical Occupancy Rate:** 99%  
**Security Deposit:** 1 month rent  
**Utilities Included:** None

**Waiting List:** No  
**Concessions:** No  
**Turnover:** "low"

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	No	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	No	Patio/Balcony	No

**Amenities - Project**

On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	No	Recreation Area	No
Business Ctr	No	Tennis Court	No

**Design:** 1 story

**Remarks:** formerly a USDA-RD family property



6. Mount Olive Way, 314 Pine Cone Trail, Commerce (706) 336-8084

**Contact:** Ms, Manager (3/16/18)  
**Date Built:** 1997-2001

**Type:** Conventional  
**Condition:** Very Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
2BR/2.5b	103	\$740	1075	0
Total	103			0

**Typical Occupancy Rate:** 100%  
**Security Deposit:** \$88+  
**Utilities Included:** trash

**Waiting List:** Yes (3)  
**Concessions:** No  
**Turnover:** "low"

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	Yes

**Amenities - Project**

On-Site Mgmt	No	Pool	No
Laundry Room	No	Clubhouse	No
Fitness Ctr	No	Recreation Area	Yes
Business Ctr	No	Tennis Court	No

**Design:** townhouse



7. Hillcrest Apartments, 490 Gainesville Hwy, Winder (770) 867-4007

**Contact:** Cynthia Medina, Lsg Consultant    **Interview Date:** March 12, 2018  
**Date Built:** 1989    **Condition:** Good

<u>Unit Type</u>	<u>Number</u>	<u>Rent</u>	<u>Size sf</u>	<u>Vacant</u>
1BR/1b	29	\$700	600-700	0
2BR/1b	15	\$800	1000	0
2BR/1.5b	56	\$850-\$950	1120-1230	1
3BR/1b	16	\$900	1350	0
Total	116			1

**Typical Occupancy Rate:** 95%    **Waiting List:** 1<sup>st</sup> come 1<sup>st</sup> serve  
**Security Deposit:** 1 month rent    **Concessions:** No  
**Utilities Included:** water, sewer, trash

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Some
W/D Hook Up	Some	Patio/Balcony	Some

**Amenities - Project**

On-Site Mgmt	No	Pool	No
Laundry Room	Yes	Tennis	No
Fitness Ctr	No	Recreation Area	No
Security	No	Trails	No
Storage	Some	Garages	No

**Design:** one & two story



**Survey of the Competitive Environment: Program Assisted**

1. Heritage Heights, Heritage Ave, Jefferson (706) 547-0028

**Type:** USDA-RD family  
**Contact:** Christy Esery (3/14/18)

**Condition:** Good  
**Date Built:** 1998

<u>Unit Type</u>	<u>Number</u>	<u>Basic Rent</u>	<u>Market Rent</u>	<u>Utility Allowance</u>	<u>Vacant</u>
1BR/1b	10	\$470	\$605	\$64	*
2BR/1b	34	\$500	\$648	\$79	*
Total	44				4

**Typical Occupancy Rate:** 90%  
**Security Deposit:** 1 month basic  
**Utilities Included:** allowance

**Waiting List:** Yes (for RA units)  
**Concessions:** No

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	No	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

**Amenities - Project**

On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	Yes	Tennis	No
Community Room	No	Recreation Area	No
Storage	No	Picnic Area	No

**Design:** one story & two story

**Additional Information:** 38 units have RA; no Section 8; expects no impact



2. Heritage Court, 112 Heritage Ct, Commerce

(706) 335-6410

**Type:** USDA-RD family

**Condition:** Good

**Contact:** Katerine Manning, Mgr (3/12/18)

**Date Built:** early 80's

<u>Unit Type</u>	<u>Number</u>	<u>Basic Rent</u>	<u>Market Rent</u>	<u>Utility Allowance</u>	<u>Vacant</u>
1BR/1b	12	\$425	\$575	\$120	0
2BR/1b	12	\$470	\$655	\$140	0
Total	24				0

**Typical Occupancy Rate:** 100%

**Waiting List:** Yes (7)

**Security Deposit:** 1 month basic

**Concessions:** No

**Utilities Included:** allowance

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	No	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	No

**Amenities - Project**

On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	Yes	Tennis	No
Community Room	No	Recreation Area	No
Storage	No	Picnic Area	No

**Design:** one story

**Additional Information:** 17 units have RA, 1 Section 8 voucher holder; expects no negative impact



3. Heritage Crossing, 100 Crossing Pl, Commerce (706) 335-2394

**Type:** LIHTC/Market Rate family  
**Contact:** Meagan, Mgr (3/13/18)

**Condition:** Very Good  
**Date Built:** 2002

<u>Unit Type</u>	<u>Number</u>	<u>50% AMI Rent</u>	<u>60% AMI Rent</u>	<u>Market Rent</u>	<u>Unit Size sf</u>	<u>Vacant</u>
1BR/1b	12	\$543	\$663	\$705	975	0
2BR/2b	72	\$646	\$710	\$805	1175	1
3BR/2b	36	\$736	\$799	\$850	1350	0
Total	120					1

**Typical Occupancy Rate:** 95%+  
**Security Deposit:** \$200-\$400  
**Utilities Included:** water, sewer, trash

**Waiting List:** Yes (MR units)  
**Concessions:** No

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	Yes

**Amenities - Project**

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Tennis	No
Community Room	Yes	Recreation Area	Yes
Storage	No	Picnic Area	No

**Design:** three story

**Additional Information:** 22 units are market rate; no negative impact is expected



4. Heritage Hills Apartments, 100 Heritage Rd, Commerce (706) 335-9550

**Type:** LIHTC family  
**Contact:** Emily, Manager (3/13/18)

**Condition:** Good  
**Date Built:** 2000

<u>Unit Type</u>	<u>Number</u>	<u>50% AMI Rent</u>	<u>60% AMI Rent</u>	<u>Size sf</u>	<u>Utility Allowance</u>	<u>Vacant</u>
1BR/1b	10	\$553	\$673	900	\$43	0
2BR/2b	50	\$659	\$710	1150	\$57	0
3BR/2b	20	\$753	\$799	1270	\$73	1
Total	80					1

**Typical Occupancy Rate:** 955-100%  
**Security Deposit:** \$200 to \$400  
**Utilities Included:** water, sewer, trash

**Waiting List:** No  
**Concessions:** No  
**Turnover:** Na

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	Yes

**Amenities - Project**

On-Site Mgmt	Yes (office)	Pool	Yes
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	No	Recreation Area	Yes
Storage	No	Picnic Area	No

**Design:** 2 & 3 story walk-up

**Remarks:** 2-units occupied by a Section 8 voucher holder; no negative impact is expected



5. Maple Square Apartments, 50 Nelson Dr, Jefferson (706) 367-7850

**Type:** LIHTC elderly

**Condition:** Very Good

**Contact:** Ms Peggy Burns, Assist Mgr (3/12/18)

**Date Built:** 2012

<u>Unit Type</u>	<u>Number</u>	<u>50% AMI Rent</u>	<u>60% AMI Rent</u>	<u>Size sf</u>	<u>Utility Allowance</u>	<u>Vacant</u>
1BR/1b	28	\$434	\$480	822	\$104	0
2BR/1b	28	\$509	\$535	1052	\$135	0
Total	56 (1-unit set aside for manager)					0

**Typical Occupancy Rate:** 100%

**Waiting List:** Yes (192 apps)

**Security Deposit:** \$200-\$400

**Concessions:** No

**Utilities Included:** trash removal

**Turnover:** "very low"

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	No	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	Yes

**Amenities - Project**

On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	No	Recreation Area	Yes
Storage	Yes	Picnic Area	Yes

**Design:** 1 story

**Remarks:** 1 unit occupied by a Section 8 voucher holder; 100% occupied w/in 3 months; around 90 applicants on wait list for a 1BR unit and 102 on the list for a 2BR unit; no negative impact is expected



6. Main Street Braselton, 1911 Hwy 211, Hoschton (770) 791-0078

**Type:** LIHTC/Market Elderly

**Condition:** Very Good

**Contact:** Ms Gabby, NorSouth Mgmt (3/13/18)

**Date Built:** 2014

<u>Unit Type</u>	<u>Number</u>	<u>50% AMI Rent</u>	<u>60% AMI Rent</u>	<u>MR Rent</u>	<u>Size sf</u>	<u>Utility Allowance</u>	<u>Vacant</u>
1BR/1b	28	\$545	\$650	\$1000	713	\$ 95	0
2BR/2b	52	\$650	\$750	\$1275	964	\$118	0
2BR/2b Cottage		\$649	\$765	\$1345	1015	\$120	0
Total	80						0

**Typical Occupancy Rate:** 100%

**Waiting List:** Yes (40 apps)

**Security Deposit:** \$300

**Concessions:** No

**Utilities Included:** water, sewer, trash

**Turnover:** "very low"

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	No
W/D Hook Up	Yes	Patio/Balcony	Yes

**Amenities - Project**

On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	No	Picnic Area	Yes

**Design:** 3 story w/elevator; gated entry

**Remarks:** 4 units occupied by a Section 8 voucher holder; 100% occupied w/in 9 months; typical wait for a unit a around one year; no negative is expected



7. Mason Manor, 300 Mason Manor Place, Commerce (770) 336-5943

**Type:** LIHTC Elderly

**Condition:** Very Good

**Contact:** Whitleigh Davis, Mgr (3/27/18)

**Date Built:** 2016

<u>Unit Type</u>	<u>50% Number</u>	<u>60% Number</u>	<u>50% AMI Rent</u>	<u>60% AMI Rent</u>	<u>Size sf</u>	<u>Utility Allowance</u>	<u>Vacant</u>
1BR/1b	5	7	\$380	\$380	900	\$164	0
2BR/2b	5	30	\$455	\$455	1098	\$208	0
Total	10	37	(1 unit set aside for mgr)				0

**Typical Occupancy Rate:** 100%

**Waiting List:** Yes (43 apps)

**Security Deposit:** \$300

**Concessions:** No

**Utilities Included:** trash removal

**Turnover:** "very low"

**Amenities - Unit**

Stove	Yes	Air Conditioning	Yes
Refrigerator	Yes	Cable Ready	Yes
Dishwasher	Yes	Carpeting	Yes
Disposal	Yes	Window Treatment	Yes
Washer/Dryer	No	Ceiling Fan	Yes
W/D Hook Up	Yes	Patio/Balcony	Yes

**Amenities - Project**

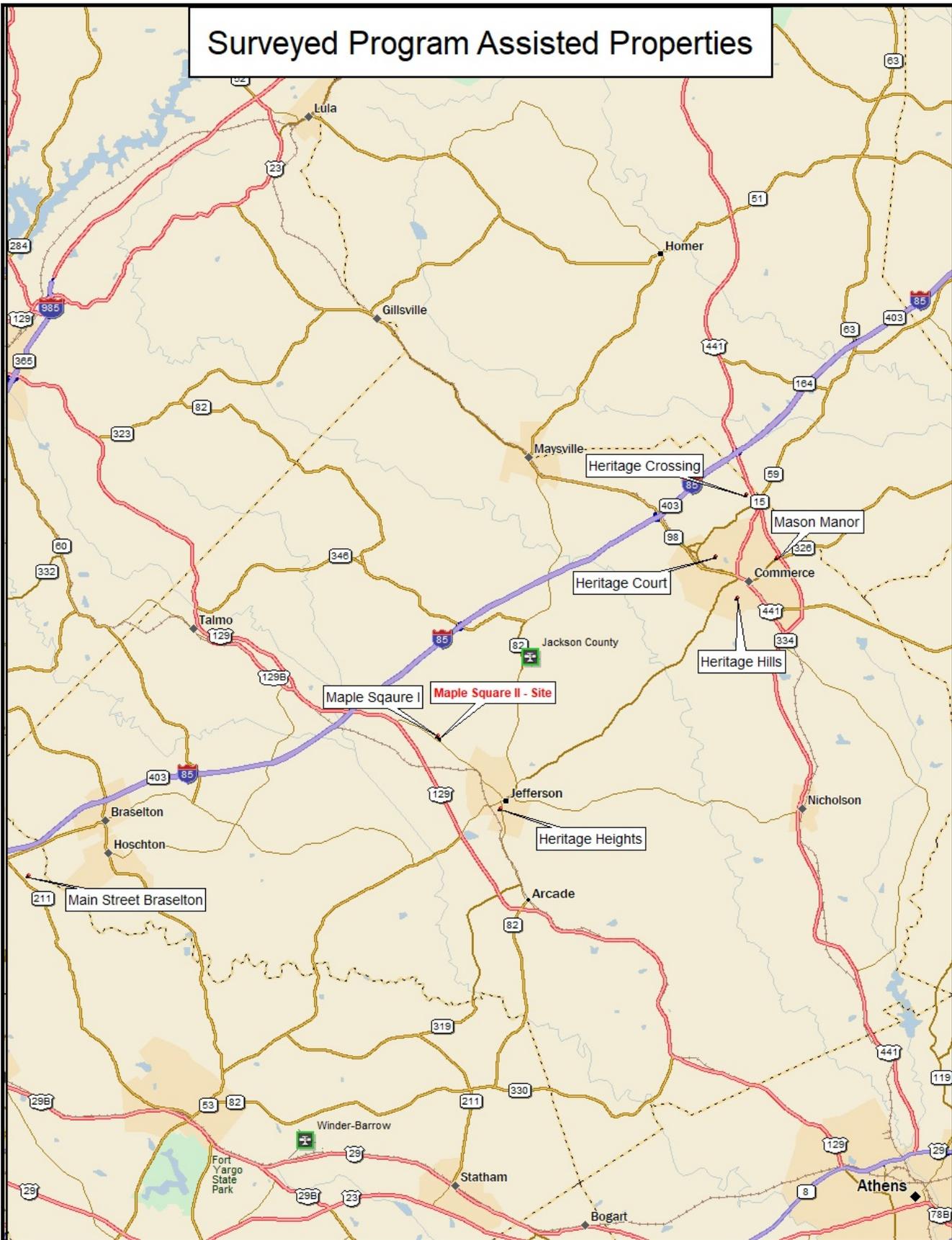
On-Site Mgmt	Yes (office)	Pool	No
Laundry Room	Yes	Community Room	Yes
Fitness Ctr	Yes	Recreation Area	Yes
Storage	Yes	Picnic Area	Yes

**Design:** 3 story w/elevator

**Remarks:** 0 units occupied by a Section 8 voucher holder; 100% occupied w/in 3 months; 18 on 1BR wait list; 25 on 2BR wait list; no negative is expected; "the area could use additional LIHTC elderly housing"

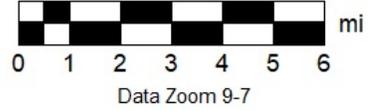


# Surveyed Program Assisted Properties

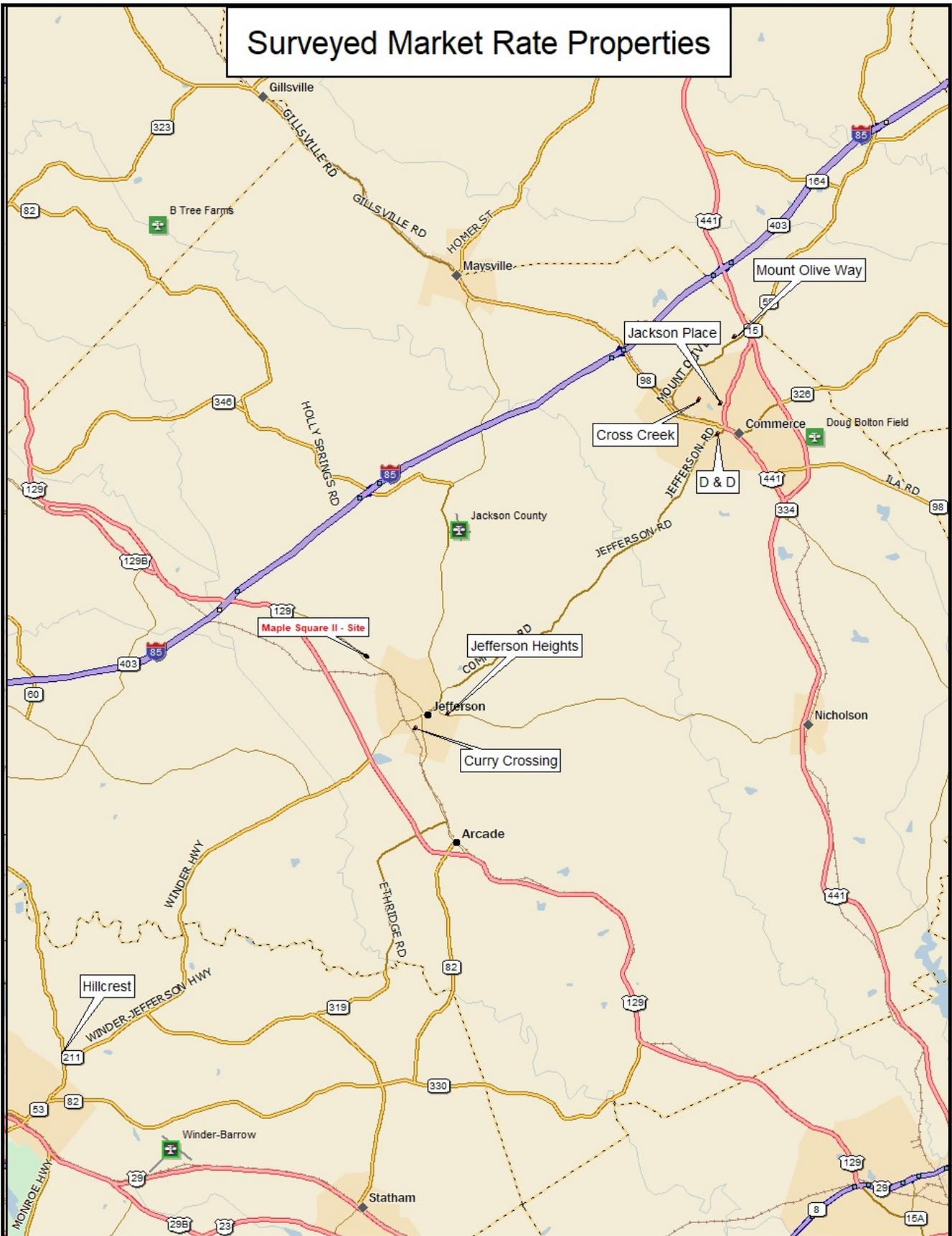


DeLORME

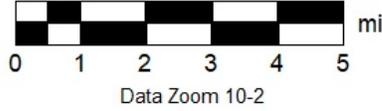
Data use subject to license.  
© DeLorme. DeLorme Street Atlas USA® 2010.  
www.delorme.com



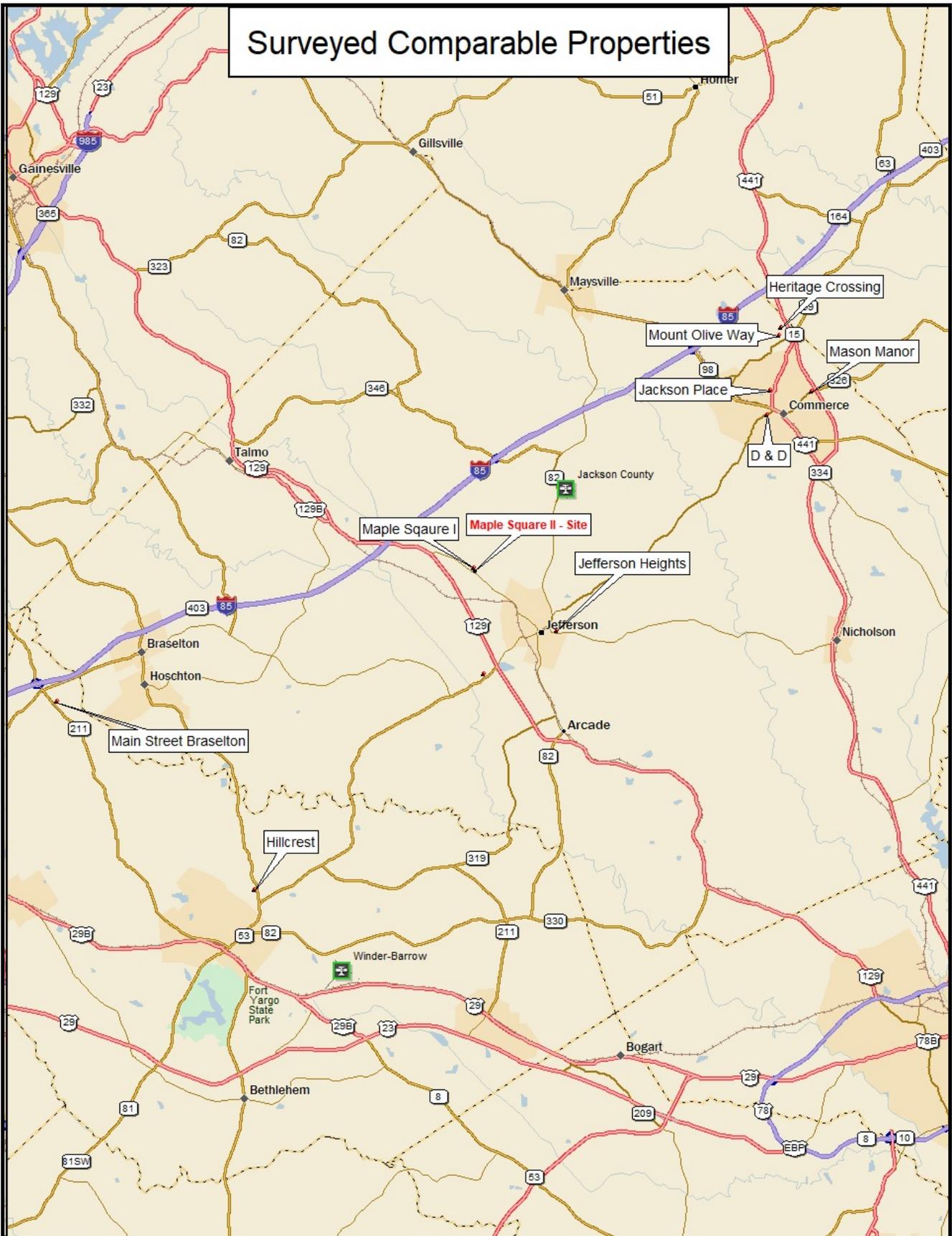
# Surveyed Market Rate Properties



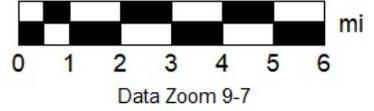
Data use subject to license.  
© DeLorme. DeLorme Street Atlas USA® 2010.  
www.delorme.com



# Surveyed Comparable Properties



Data use subject to license.  
© DeLorme. DeLorme Street Atlas USA® 2010.  
www.delorme.com



SECTION I  
 ABSORPTION &  
 STABILIZATION RATES

Given the strength of the demand estimated in Table 15, the most likely/best case scenario for 93% to 100% rent-up is estimated to be within 4 months (at 15-units per month on average).

The rent-up period estimate is based upon the recently built LIHTC elderly developments located within

Jefferson, GA competitive environment:

Maple Square I (2012)	56-units	3-months to attain 100% occupancy
Main Street Braselton (2014)	80-units	9-months to attain 100% occupancy
Mason Manor (2016)	47-units	3-months to attain 100% occupancy

**Note:** In addition, the absorption of the project is contingent upon an attractive product, a competitive amenity package, competitive rents and professional management.

Stabilized occupancy, subsequent to initial lease-up is expected to be 93% or higher up to but no later than a three month period, beyond the absorption period.

**NCHMA Definitions**

**Absorption Period:** The period of time necessary for a newly constructed or renovated property to achieve the Stabilized Level of occupancy. The Absorption Period begins when the first certificate of occupancy is issued and ends when the last unit to reach the Stabilized Level of Occupancy has a signed lease. This assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.

**Absorption Rate:** The average number of units rented each month during the Absorption Period.

**Stabilized Level of Occupancy:** The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.

SECTION J  
INTERVIEWS

The following are observations and comments relating to the subject property. They were obtained via a survey of local contacts interviewed during the course of the market study research process.

In most instances the project parameters of the proposed development were presented to the "key contact", in particular: the proposed site location, project size, bedroom mix, income targeting and net rents. The following observations/comments were made:

(1) - Ms Sharon El, Administrative Assistant, GA-DCA, Atlanta Office Section 8 Coordinator, made available the number of Section 8 Housing Choice Vouchers being used within Jefferson and Jackson County. At the time of the survey, the Georgia State Office stated that 11 vouchers held by households were under contract within Jackson County, of which 6 were elderly households and 5 non elderly. In addition, it was reported that presently there are 19 applicants on the waiting list. The waiting list is presently closed. Source: Sharon.EL@dca.ga.gov, March 23, 2018.

(2) - Ms. Peggy Burns, Assistant Manager of the Maple Square (LIHTC-Elderly - Jefferson) Apartments was interviewed. She stated that no negative impact is expected should the proposed development be built in Jefferson. At the time of the survey, Maple Square was 100% occupied and had 192-applicants on the waiting list. Maple Square was 100% occupied within 3-months. Contact Number: (706) 367-7850.

(3) - Ms. Gabby, NorSouth Management, Main Street Braselton (LIHTC-Elderly - Hoschton) Apartments was interviewed. She stated that no negative impact is expected should the proposed development be built in Jefferson. At the time of the survey, Main Street Braselton was 100% occupied and had 40-applicants on the waiting list. Main Street Braselton was 100% occupied within 9-months. Contact Number: (770) 791-0078.

(4) - Ms. Whitleigh Davis, Manager of the Mason Manor (LIHTC- Elderly - Commerce) Apartments was interviewed. She stated that no negative impact is expected should the proposed development be built in Jefferson. At the time of the survey, Mason Manor was 100% occupied and had 43-applicants on the waiting list. Mason Manor was 100% occupied within 3-months. Contact Number: (770) 336-5943.

(5) - Ms. Christy Esery, Manager of the Heritage Heights (USDA- Family - Jefferson) Apartments was interviewed. She stated that no negative impact is expected should the proposed development be built in Jefferson. At the time of the survey, Heritage Heights was 91% occupied and had applicants on the waiting list for units with rental assistance. Contact Number: (770) 547-0028.

(6) - Ms. Katherine Manning, Manager of the Heritage Court (USDA- Family - Commerce) Apartments was interviewed. She stated that no negative impact is expected should the proposed development be built in Jefferson. At the time of the survey, Heritage Court was 100% occupied and had 7-applicants on the waiting list. Contact Number: (770) 335-6410.

SECTION K

CONCLUSIONS &  
RECOMMENDATION

As proposed in Section B of this study, it is of the opinion of the analyst, based on the findings in the market study that the Maple Square II Apartments (a proposed LIHTC property) targeting the elderly population age 55 and over should proceed forward with the development process.

**Detailed Support of Recommendation**

1. Project Size - The income qualified target group is large enough to absorb the proposed LIHTC HFOP (55+) development of **56-units**. The **Capture Rates for the total project, by bedroom type and by Income Segment** are considered to be **acceptable**.

2. The current LIHTC elderly and program assisted apartment market is **not** representative of a soft market. At the time of the survey, the overall estimated vacancy rate of the surveyed program assisted apartment properties was 1.3%. The current market rate apartment market is not representative of a soft market. At the time of the survey, the overall estimated vacancy rate of the surveyed market rate apartment properties located within the competitive environment was 0.6%.

3. The proposed complex amenity package is considered to be very competitive within the PMA apartment market for affordable properties. It will be competitive with older program assisted properties and older Class B market rate properties.

4. Bedroom Mix - The subject will offer 1BR and 2BR units. Based upon market findings and capture rate analysis, the proposed bedroom mix is considered to be appropriate. Both typical elderly household sizes will be targeted, i.e., a single person household and a couple. The bedroom mix of the most recent LIHTC elderly properties in Jackson County (Azalea Senior Village and Mason Manor) both offered a fair number of both 1BR and 2BR units. Both bedroom types were very well received by the local market in terms of demand and absorption.

5. Assessment of rents - The proposed net rents, by bedroom type, will be very competitive within the PMA apartment market at 50% and 60% AMI. Market rent advantage is greater than 25% in all AMI segments, and by bedroom type. The table on page 104, exhibits the rent reconciliation of the proposed LIHTC property, by bedroom type, and income targeting, with comparable properties within the competitive environment.

6. Under the assumption that the proposed development will be: (1) built as described within this market study, (2) will be subject to professional management, and (3) will be subject to an extensive marketing and pre-leasing program, the subject is forecasted to be 93% to 100% absorbed within 4-months.

7. Stabilized occupancy, subsequent to initial lease-up, is forecasted to be 93% or higher.
  
8. The site location is considered to be very marketable.
  
9. The proposed development LIHTC elderly development will not negatively impact the existing supply of program assisted LIHTC elderly properties located within the Jefferson PMA in the short or long term. At the time of the survey, the existing LIHTC elderly developments located within the area competitive environment were on average 100% occupied, and all three properties maintain a waiting list.
  
10. No modifications to the proposed project development parameters as currently configured are recommended.

The table below exhibits the findings of the Rent Reconciliation Process between the proposed subject net rent, by bedroom type, and by income targeting with the current comparable Market Rate competitive environment. A detailed examination of the Rent Reconciliation Process, which includes the process for defining Market Rent Advantage, is provided within the preceding pages.

**Market Rent Advantage**

The rent reconciliation process exhibits a very significant subject property rent advantage by bedroom type at 50% and 60% of AMI.

**Percent Advantage:**

	<u>50% AMI</u>	<u>60% AMI</u>
1BR/1b:	32%	33%
2BR/2b:	28%	30%

Overall: 30.5%

<b>Rent Reconciliation</b>				
<b>50% AMI</b>	<b>1BR</b>	<b>2BR</b>	<b>3BR</b>	<b>4BR</b>
Proposed subject net rents	\$450	\$525	---	---
Estimated Market net rents	\$660	\$790	---	---
Rent Advantage (\$)	+\$210	+\$265	---	---
Rent Advantage (%)	32%	33%	-	---
<b>60% AMI</b>	<b>1BR</b>	<b>2BR</b>	<b>3BR</b>	<b>4BR</b>
Proposed subject net rents	\$475	\$550	-	---
Estimated Market net rents	\$660	\$790	-	---
Rent Advantage (\$)	+\$185	+\$240	-	---
Rent Advantage (%)	28%	30%	-	---

Source: Koontz & Salinger. May, 2018

**Recommendation**

As proposed in Section B of this study (Project Description), it is of the opinion of the analyst, based upon the findings in the market study, that the Maple Square II Apartments (a proposed LIHTC new construction HFOP (55+) development) proceed forward with the development process.

## **Negative Impact**

In the opinion of the market analyst, the proposed LIHTC elderly development **will not negatively impact** the existing supply of program assisted LIHTC elderly properties located within the Jefferson PMA in the short or long term. At the time of the survey, the existing LIHTC elderly developments located within the area competitive environment were on average 100% occupied, and all three properties maintain a waiting list.

At the time of the survey, the newest LIHTC elderly development (Mason Manor - 2016), located in nearby Commerce was 100% occupied, and maintained a lengthy waiting list with 43 applicants. At the time of the survey, the Main Street Brasleton LIHTC elderly development, built in 2014, and located in nearby Hoschton was 100% occupied, and maintained a lengthy waiting list with 40 applicants. At the time of the survey, Maple Square I, built in 2012, and located adjacent to the proposed subject site is 100% occupied had a lengthy waiting list with 192 applications.

Some relocation of tenants in the area program assisted elderly properties could occur. This is considered to be normal when a new property is introduced within a competitive environment, resulting in very short term negative impact.

## **Achievable Restricted (LIHTC) Rent**

The proposed gross rents, by bedroom type at 50% and 60% AMI are considered to be very competitively positioned within the market. In addition, they are appropriately positioned in order to attract income qualified Section 8 Housing Choice Voucher holders within Jefferson and Jackson County, for the proposed subject 1BR and 2BR units.

It is recommended that the proposed subject LIHTC net rents at 50% and 60% AMI remain unchanged, neither increased nor decreased. The proposed LIHTC elderly development, and proposed subject net rents are in line with the other LIHTC and program assisted developments operating in the market without PBRA, deep subsidy USDA rental assistance (RA), or attached Section 8 vouchers, when taking into consideration differences in income restrictions, unit size and amenity package.

Both the Koontz & Salinger and HUD based rent reconciliation processes suggest that the proposed subject net rents could be positioned at a higher level and still attain a rent advantage position greater than 10%. However, it is recommended that the proposed net rents remain unchanged. In addition, the subject's gross rents are already closely positioned to be under Fair Market Rents for Jackson County, while at the same time operating within a competitive environment.

The proposed project design, amenity package, location and net rents are very well positioned to be attractive to the local Section 8 voucher market. Increasing the gross rents to a level beyond the FMR's, even if rent advantage can be achieved, and maintained, is not recommended.

## Mitigating Risks

The subject development is very well positioned to be successful in the market place, in particular, when taking into consideration the current rent advantage positioning. It will offer a product that will be very competitive regarding project design, amenity package and professional management. The major unknown mitigating risk to the development process will be demand support from income eligible homeowners. Future economic market conditions in 2018 and 2019 will have an impact on the home buying and selling market environment in Jefferson and Jackson County.

At present, economic indicators point to a stable to moderately growing local economy. However, the operative word in forecasting the economic outlook in Jackson County, the State, the Nation, and the Globe, at present is "guarded uncertainty". At present, the Jefferson/Jackson County local economic conditions are considered to be operating within a more positive and certain state compared to the recent past, with recent continuing signs of optimism.

Also, it is possible that the absorption rate could be extended by a few months if the rent-up process for the proposed subject development begins sometime between the Thanksgiving and Christmas holiday season, including the beginning of January.

## Rent Reconciliation Process

Five market rate properties in the Maple Square II competitive environment were selected as comparables to the subject. In addition, the market rate units at the Heritage Crossing LIHTC family property were examined as comparable units, by bedroom type. The methodology attempts to quantify a number of subject variables regarding the features and characteristics of a target property in comparison to the same variables of comparable properties.

The comparables were selected based upon the availability of data, general location within the market area, target market, unit and building types, rehabilitation and condition status, and age and general attractiveness of the developments. The rent adjustments used in this analysis are based upon a variety of sources, including data and opinions provided by local apartment managers, LIHTC developers, other real estate professionals, and utility allowances used within the subject market. It is emphasized, however, that ultimately the values employed in the adjustments reflect the subjective opinions of the market analyst.

One or more of the comparable properties may more closely reflect the expected conditions at the subject, and may be given greater weight in the adjustment calculation, while others may be significantly different from the proposed subject development.

Several procedures and non adjustment assumptions were utilized within the rent reconciliation process. Among them were:

- consideration was made to ensure that no duplication of characteristics/adjustments inadvertently took place,
- the comparable properties were chosen based on the following sequence of adjustment: location, age of property, physical condition and amenity package,
- an adjustment was made for the floor/level of the unit in the building; this adjustment is consider to be appropriate for elderly apartment properties in order to take into consideration 1 story structures and/or elevator status, versus walk-up properties,
- no "time adjustment" was made; all of the comparable properties were surveyed in March 2018,
- no "distance or neighborhood adjustment" was made; owing to the fact that comparisons are being made between all properties located within Jackson County,
- no "management adjustment" was made; all of the comparable properties, as well as the subject are (or will be) professionally managed,
- no specific adjustment was made for project design; none of the properties stood out as being particularly unique regarding design or project layout, however, the floor level does incorporate some project design factors,

- an adjustment was made for the age of the property; some of the comparables were built in the 1980's and 1990's; this adjustment was made on a conservative basis in order to take into consideration the adjustment for condition of the property,
- no adjustment was made - Number of Rooms - this adjustment was taken into consideration in the adjustment for - Square Feet Area (i.e., unit size),
- no adjustment is made for differences in the type of air conditioning used in comparing the subject to the comparable properties; all either had wall sleeve a/c or central a/c; an adjustment would have been made if any of the comps did not offer a/c or only offered window a/c,
- no adjustments were made for range/oven or refrigerator; the subject and all of the comparable properties provide these appliances (in the rent),
- an adjustment was made for storage,
- adjustments were made for Services (i.e., utilities included in the net rent, and trash removal). Neither the subject nor the comparable properties include heat, hot water, and/or electric within the net rent. The subject excludes water and sewer in the net rent and includes trash removal. Some of the comparable properties include cold water, sewer, and trash removal within the net rent. Two exclude trash.

### **ADJUSTMENT ANALYSIS**

Several adjustments were made regarding comparable property parameters. The dollar value adjustment factors are based on survey findings and reasonable cost estimates. An explanation is provided for each adjustment made in the Estimate of Market Rent by Comparison.

#### **Adjustments:**

- Concessions: None of the 6 surveyed properties offers a concession.
- Structure/Floors: A \$10 net adjustment is made for 2 and 3 story walk-up structures versus the subject.
- Year Built: Some of the comparable properties were built in the 1980's and 1990's, and will differ considerably from the subject (after new construction) regarding age. The age adjustment factor utilized is a \$1.00 adjustment per year differential between the subject and the comparable property.

- Square Feet (SF) Area: An adjustment was made for unit size; the overall estimated for unit size by bedroom type was \$.05. The adjustment factor allows for differences in amenity package and age of property.
- Number of Baths: An adjustment was made for the proposed 2BR/2b units owing to the fact that some of the comparable properties offered 2BR/1b or 2BR/1.5b units. The adjustment is \$15 for a ½ bath and \$30 for a full bath.
- Balcony/Terrace/Patio: The subject will offer a traditional patio/balcony, with an attached storage closet. The adjustment process resulted in a \$5 value for the balcony/patio, and a \$5 value for the storage closet.
- Disposal: An adjustment is made for a disposal based on a cost estimate. It is estimated that the unit and installation cost of a garbage disposal is \$225; it is estimated that the unit will have a life expectancy of 4 years; thus the monthly dollar value is \$5.
- Dishwasher: An adjustment is made for a dishwasher based on a cost estimate. It is estimated that the unit and installation cost of a dishwasher is \$750; it is estimated that the unit will have a life expectancy of 10 years; thus the monthly dollar value is \$5.
- Washer/Dryer (w/d): The subject will offer a central laundry (CL), as well as w/d/ hook-ups. If the comparable property provides a central laundry or w/d hook-ups no adjustment is made. If the comparable property does not offer hook-up or a central laundry the adjustment factor is \$40. The assumption is that at a minimum a household will need to set aside \$10 a week to do laundry. If the comparable included a washer and dryer in the rent the adjustment factor is also \$40.
- Carpet/Drapes/Blinds: The adjustment for carpet, pad and installation is based on a cost estimate. It is assumed that the life of the carpet and pad is 3 to 5 years and the cost is \$10 to \$15 per square yard. The adjustment for drapes / mini-blinds is based on a cost estimate. It is assumed that most of the properties have between 2 and 8 openings with the typical number of 4. The unit and installation cost of mini-blinds is \$25 per opening. It is estimated that the unit will have a life expectancy of 2 years. Thus, the monthly dollar value is \$4.15 , rounded to \$4. Note: The subject and the comparable properties offer carpet and blinds.
- Pool/Recreation Area: The subject offers recreation space, but not a swimming pool, or a tennis court. The estimate for a pool and tennis court is based on an examination of the market rate comps. Factoring out for location, condition, non similar amenities suggested a dollar value of \$5 for a playground, \$15 for a tennis court and \$25 for a pool.

- Water: The subject excludes cold water and sewer in the net rent. Some of the comparable properties include water and sewer in the net rent. Note: The source for the utility estimates by bedroom type is based upon the Georgia Department of Community Affairs Utility Allowances - Northern Region (effective 1/1/2018). See Appendix.
- Storage: The dollar value for storage is estimated to be \$5.
- Computer Room: The dollar value for a computer room (with internet service) is estimated to be \$5.
- Fitness Room: The dollar value for an equipped fitness room is estimated to be \$5.
- Clubhouse: The dollar value for a clubhouse and/or community room is estimated to be \$5.
- Location: Based on adjustments made for other amenities and variables in the data set analysis a comparable property with a marginally better location was assigned a value of \$10; a better location versus the subject was assigned a value of \$15; a superior location was assigned a value of \$25. Note: None of the comparable properties are inferior to the subject regarding location.
- Condition: Based on adjustments made for other amenities and variables in the data set analysis, the condition and curb appeal of a comparable property that is marginally better than the subject was assigned a value of \$5; a significantly better condition was assigned a value of \$10; and a superior condition / curb appeal was assigned a value of \$15. If the comparable property is inferior to the subject regarding condition / curb appeal the assigned value is - \$10. Note: Given the new construction (quality) of the subject, the overall condition of the subject is classified as being significantly better.
- Trash: The subject includes trash in the net rent. Two of the comparable properties exclude trash in the net rent. If required, the adjustment was based upon the Georgia Department of Community Affairs Utility Allowances - Northern Region (effective 1/1/2018). See Appendix.

**Adjustment Factor Key:**

SF - .05 per sf

Patio/balcony - \$5

Storage - \$5

Computer Rm, Fitness Rm, Clubhouse - \$5 (each)

Disposal - \$5

Dishwasher - \$5

Carpet - \$5

Mini-blinds - \$4

W/D hook-ups or Central Laundry - \$40

Pool - \$25      Tennis Court - \$15

Playground - \$5 (Na for elderly)      Craft/Game Room - \$5

Full bath - \$30; ½ bath - \$15

Location - Superior - \$25; Better - \$15; Marginally Better - \$10

Condition - Superior - \$15; Better - \$10; Marginally Better - \$5;  
Inferior - minus \$10\*

Water & Sewer - 1BR - \$43; 2BR - \$51 (Source: GA-DCA Northern Region,  
1/1/18)

Trash Removal - \$15 (Source: GA-DCA Northern Region, 1/1/18)

Age - \$1.00 per year (differential) Note: If difference is around 10 years, a choice is provided for no valuation adjustment.\*

\*Could be included with the year built (age) adjustment, thus in most cases will not be double counted/adjusted. Also, the value of condition is somewhat included within the Age adjustment. Thus, the value adjustment applied to Condition is conservative.

One Bedroom Units							
Subject		Comp # 1		Comp # 2		Comp # 3	
Maple Square II		Heritage Crossing		Jefferson Heights		Hillcrest	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$705		\$500		\$700	
Utilities	t	w,s,t	(\$43)	None	\$15	w,s,t	(\$43)
Concessions		No		No		No	
Effective Rent		\$662		\$515		\$657	
B. Design, Location, Condition							
Structures/Stories	1	3 wu	\$10	1		1 & 2	
Year Built/Rehab	2021	2002	\$19	1984	\$37	1989	\$32
Condition	Excell	V Good		Good		Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	1	1		1		1	
# of Bathrooms	1	1		1		1	
Size/SF	938	975	(\$2)	575	\$18	650	\$14
Balcony/Patio/Stor	Y/Y	Y/N	\$5	N/N	\$10	Y/Y	
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/N	
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	N/N	\$5	Y/N	
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		Y		N	\$5
Pool/Tennis	N/N	Y/N	(\$25)	N/N		N/N	
Rec/Picnic Area	Y	Y		N	\$5	N	\$5
Computer/Fitness	Y/N	N/Y		N/N	\$5	N/N	\$5
F. Adjustments							
Net Adjustment			+\$2		+\$80		+\$61
G. Adjusted & Achievable Rent		\$664		\$595		\$718	
Estimated Market Rent (Avg of 3 comps, rounded)		\$659	Rounded to: \$660		see Table	% Adv	

One Bedroom Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
Maple Square II							
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent							
Utilities	t						
Concessions							
Effective Rent							
B. Design, Location, Condition							
Structures/Stories	1						
Year Built/Rehab	2021						
Condition	Excell						
Location	Good						
C. Unit Amenities							
# of BR's	1						
# of Bathrooms	1						
Size/SF	938						
Balcony-Patio/Stor	Y/Y						
AC Type	Central						
Range/Refrigerator	Y/Y						
Dishwasher/Disp.	Y/N						
W/D Unit	N						
W/D Hookups or CL	Y						
D. Development Amenities							
Clubhouse/Comm Rm	Y						
Pool/Tennis	N/N						
Rec/Picnic Area	Y						
Computer/Fitness	Y/N						
F. Adjustments							
Net Adjustment							
G. Adjusted & Achievable Rent							
Estimated Market Rent (Avg of x comps, rounded)				Rounded to:	see Table	% Adv	

Two Bedroom Units							
Subject		Comp # 1		Comp # 2		Comp # 3	
Maple Square II		Heritage Crossing		D & D Properties		Jackson Place	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$805		\$650		\$720	
Utilities	t	w, s, t	\$51	None	\$15	None	\$15
Concessions		No		No		No	
Effective Rent		\$754		\$665		\$735	
B. Design, Location, Condition							
Structures/Stories	1	3 wu	\$10	2 wu	\$10	1	
Year Built/Rehab	2021	2002	\$19	1991	\$30	1997	\$24
Condition	Excell	V Good		Good		V Good	
Location	Good	Good		Good		Good	
C. Unit Amenities							
# of BR's	2	2		2		2	
# of Bathrooms	2	2		1.5	\$15	2	
Size/SF	1213	1175	\$2	1000		1000	\$11
Balcony-Patio/Stor	Y/Y	Y/N	\$5	N/N	\$10	N/N	\$10
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	Y/Y	(\$5)	Y/N		Y/N	
W/D Unit	N	N		Y	(\$40)	N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		N	\$5	N	\$5
Pool/Tennis	N/N	Y/N	(\$25)	N/N		N/N	
Rec/Picnic Area	Y	Y		N	\$5	N	\$5
Computer/Fitness	Y/N	N/Y		N/N	\$5	N/N	\$5
F. Adjustments							
Net Adjustment			+\$6		+\$40		+\$60
G. Adjusted & Achievable Rent		\$760		\$705		\$795	
Estimated Market Rent (Avg of 6 comps, rounded)		next page	Rounded to:		see Table	% Adv	

Two Bedroom Units							
Subject		Comp # 4		Comp # 5		Comp # 6	
Maple Square II		Jefferson Heights		Mount Olive		Hillcrest	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent		\$600		\$740		\$900	
Utilities	t	None	\$15	t		None	\$15
Concessions		No		No		No	
Effective Rent		\$615		\$740		\$915	
B. Design, Location, Condition							
Structures/Stories	1	1		2 wu	\$10	1 & 2	
Year Built/Rehab	2021	1984	\$37	2001	\$20	1989	\$32
Condition	Excell	Good		V Good		Good	
Location	Good	Good				Good	
C. Unit Amenities							
# of BR's	2	2		2		2	
# of Bathrooms	2	1	\$30	2.5	(\$15)	1.5	\$15
Size/SF	1213	750	\$23	1075	\$7	1175	\$2
Balcony-Patio/Stor	Y/Y	Y/N	\$5	Y/N	\$5	Y/Y	
AC Type	Central	Central		Central		Central	
Range/Refrigerator	Y/Y	Y/Y		Y/Y		Y/Y	
Dishwasher/Disp.	Y/N	N/N	\$5	Y/Y	(\$5)	Y/N	
W/D Unit	N	N		N		N	
W/D Hookups or CL	Y	Y		Y		Y	
D. Development Amenities							
Clubhouse/Comm Rm	Y	Y		N	\$5	N	\$5
Pool/Tennis	N/N	N/N		N/N		N/N	
Rec/Picnic Area	Y	N	\$5	Y		N	\$5
Computer/Fitness	Y/N	N/N	\$5	N/N	\$5	N/N	\$5
F. Adjustments							
Net Adjustment			+\$110		+\$32		+\$64
G. Adjusted & Achievable Rent		\$725		\$772		\$979	
Estimated Market Rent (Avg of 6 comps, rounded)		\$789	Rounded to: \$790		see Table	% Adv	

Three Bedroom Units (NA)							
Subject		Comp # 1		Comp # 2		Comp # 3	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Street Rent							
Utilities							
Concessions							
Effective Rent							
B. Design, Location, Condition							
Structures/Stories							
Year Built/Rehab							
Condition							
Location							
C. Unit Amenities							
# of BR's							
# of Bathrooms							
Size/SF							
Balcony-Patio/Stor							
AC Type							
Range/Refrigerator							
Dishwasher/Disp.							
W/D Unit							
W/D Hookups or CL							
D. Development Amenities							
Clubhouse/Comm Rm							
Pool/Tennis							
Recreation Area							
Computer/Fitness							
F. Adjustments							
Net Adjustment							
G. Adjusted & Achievable Rent							
Estimated Market Rent (Avg of x comps, rounded)		next page		Rounded to:	see Table	% Adv	

SECTION L & M  
IDENTITY OF INTEREST  
&  
REPRESENTATION STATEMENT

I affirm that I have made a physical inspection of the market area and the subject property area and that information has been used in the full study of need and demand for the proposed units. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

The report was written in accordance with my understanding of the 2018 GA-DCA Market Study Manual and 2018 GA-DCA Qualified Allocation Plan.

*DCA may rely upon the representation made in the market study provided. In addition, the market study is assignable to other lenders that are parties to the DCA loan transaction.*

**CERTIFICATION**

Koontz and Salinger  
P.O. Box 37523  
Raleigh, North Carolina 27627

*Jerry M. Koontz* *5-17-2018*  
Jerry M. Koontz  
Real Estate Market Analyst  
(919) 362-9085

MARKET ANALYST  
QUALIFICATIONS

Koontz and Salinger conducts Real Estate Market Research and provides general consulting services for real estate development projects. Market studies are prepared for residential and commercial development. Due diligence work is performed for the financial service industry and governmental

agencies.

**JERRY M. KOONTZ**

EDUCATION: M.A. Geography 1982 Florida Atlantic Un.  
B.A. Economics 1980 Florida Atlantic Un.  
A.A. Urban Studies 1978 Prince George Comm. Coll.

PROFESSIONAL: 1985-Present, Principal, Koontz and Salinger, a Real Estate Market Research firm. Raleigh, NC.

1983-1985, Market Research Staff Consultant, Stephens Associates, a consulting firm in real estate development and planning. Raleigh, NC.

1982-1983, Planner, Broward Regional Health Planning Council. Ft. Lauderdale, FL.

1980-1982, Research Assistant, Regional Research Associates. Boca Raton, FL.

AREAS OF

EXPERIENCE: Real Estate Market Analysis: Residential Properties and Commercial Properties

WORK PRODUCT: Over last 34+ years have conducted real estate market studies, in 31 states. Studies have been prepared for the LIHTC & Home programs, USDA-RD Section 515 & 528 programs, HUD Section 202 and 221 (d) (4) programs, conventional single-family and multi-family developments, personal care boarding homes, motels and shopping centers.

PHONE: (919) 362-9085

FAX: (919) 362-4867

EMAIL: vonkoontz@aol.com

Member in Good Standing: National Council of Housing Market Analysts (NCHMA)

# Certificate of Membership

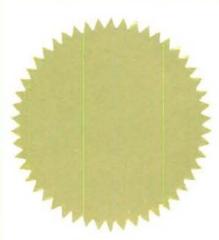
**Koontz & Salinger**  
Is a Member Firm in Good Standing of



Formerly known as  
National Council of Affordable  
Housing Market Analysts

National Council of Housing Market Analysts  
1400 16<sup>th</sup> St. NW  
Suite 420  
Washington, DC 20036  
202-939-1750

**Membership Term**  
7/01/2017 to 6/30/2018



Thomas Amdur  
Executive Director, NH&RA

**NCHMA Market Study Index**

Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. Similar to the Model Content Standards, General Requirements are detailed first, followed by requirements required for specific project types. Components reported in the market study are indicated by a page number.

<b>Executive Summary</b>		
1	Executive Summary	3-16
<b>Scope of Work</b>		
2	Scope of Work	17
<b>Projection Description</b>		
<b>General Requirements</b>		
3	Unit mix including bedrooms, bathrooms, & square footage	17
4	Utilities (and utility sources) included in rent	17&18
5	Project design description	17
6	Common area and site amenities	18
7	Unit features and finishes	18
8	Target population description	17
9	Date of construction/preliminary completion	18
10	If rehab, scope of work, existing rents, and existing vacancies	Na
<b>Affordable Requirements</b>		
11	Unit mix with utility allowances, income target, & income limits	17&18
12	Public programs included	18
<b>Location and Market Area</b>		
<b>General Requirements</b>		
13	Concise description of site & adjacent parcels	19&21
14	Description of site characteristics	19&21
15	Site photos/maps	22-24
16	Map of community services	26
17	Visibility and accessibility evaluation	30
18	Crime information	20

<b>Employment &amp; Economy</b>		
<b>General Requirements</b>		
19	At-Place employment trends	50
20	Employment by sector	52
21	Unemployment rates	48&49
22	Area major employers	54
23	Recent or planned employment expansions/reductions	56&57
24	Typical wages by occupation/sector	53
25	Commuting patterns	51
<b>Market Area</b>		
26	PMA Description	31&32
27	PMA Map	33&34
<b>Demographic Characteristics</b>		
<b>General Requirements</b>		
28	Population & household estimates & projections	35-41
29	Area building permits	77
30	Population & household characteristics	35&41
31	Households income by tenure	43-45
32	Households by tenure	42
33	Households by size	46
<b>Senior Requirements</b>		
34	Senior household projections for appropriate age target	38
35	Senior households by tenure	42
36	Senior household income by tenure	43-45
<b>Competitive Environment</b>		
<b>General Requirements</b>		
37	Comparable property profiles	84-96
38	Map of comparable properties	99
39	Comparable property photos	84-96
40	Existing rental housing evaluation	73-81
41	Analysis of current effective rents	73&76
42	Vacancy rate analysis	73&74
43	Comparison of subject property to comparable properties	107-115
44	Identification of waiting lists, if any	74

45	Discussion of availability & cost of other affordable housing options including home ownership, if applicable	Na
46	Rental communities under construction, approved, proposed	67
<b>Affordable Requirements</b>		
47	Current rents by AMI level among LIHTC communities	80
48	Vacancy rates by AMI	80
49	List of all subsidized communities in PMA including LIHTC	80
50	Estimate of Market Rent, achievable rent & market advantage	104-115
51	Availability of Housing Choice Vouchers	75
<b>Senior Requirements</b>		
52	Summary of age restricted communities in market area	80
<b>Affordability, Demand, and Penetration Rate Analysis</b>		
<b>General Requirements</b>		
53	Estimate of net demand	68&69
54	Affordability analysis with capture rate	71
55	Penetration rate analysis	72
<b>Affordable Requirements</b>		
56	Project specific demand estimate & capture rate by AMI	70
<b>Analysis/Conclusions</b>		
<b>General Requirements</b>		
57	Absorption rate	100
58	Estimate of stabilized occupancy for subject property	100
59	Evaluation of proposed rent levels	104
60	Precise statement of key conclusions	102&103
61	Market strengths & weaknesses impacting project	102&Exec
62	Recommendations and/or modification to project discussion	104
63	Discussion of subject property's impact on existing housing	105&Exec
64	Discussion of risks, or other mitigating circumstances impacting project	106
65	Interviews with area housing stakeholders	101
<b>Other requirements</b>		
66	Certifications	117
67	Statement of qualifications	118
68	Sources of data not otherwise identified	Appendix
69	Utility allowance schedule	Appendix

APPENDIX A  
UTILITY ALLOWANCES  
CONCEPTUAL SITE PLAN  
DATA SET



May 4, 2018

Gateway Development Corp.  
Attn: Mr. Jason Freeman, President  
P.O. Box 220  
Florence, AL 35631-0220

Re: Executive Summary – Tenant Utility Allowances for **Maple Square II, Jefferson, GA**

Dear Mr. Freeman:

Below are the utility allowances displayed as a constant monthly charge and listed by bedroom type. Utilities Allowances are based on current rates from Georgia Power Company and the City of Jefferson Water/Sewer Department, including all taxes and applicable adjustments. Utility allowances are based on procedures approved by HUD for Public and Section-8 dwelling units.

MONTHLY TENANT UTILITY ALLOWANCES

Tenant Purchased		
<u>Bedroom Types</u>	<u>1 BR</u>	<u>2 BR</u>
Electricity	\$ 64.	\$ 87.
Water	19.	25.
Sewer	26.	33.
Totals	\$109.	\$ 145.

Specifications of these one level buildings include the following: Fluorescent lights, Energy Star appliances, low flow shower heads and low flush toilets, 13 SEER heat pumps, electric water heaters, and electric ranges, R-13 wall, R-38 attic insulation, no slab perimeter insulation, double pane windows and metal insulated doors.

Thank you for using us as your energy consultant. Should you have any questions, or if we can be of additional assistance, please give us a call.

Best regards,

  
Larry A. Lewis

U. S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT		Date Revised: May 4, 2018					
SECTION 8: ALLOWANCES FOR TENANT-FURNISHED UTILITIES AND OTHER SERVICES							
Gateway Development Corp.		Maple Square II Apartments, Jefferson, GA (Total Electric w/13 SEER Heat Pumps)					
		City, State: Jefferson, GA					
UTILITY OR SERVICE		Monthly Dollar Allowances					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
<b>Heating:</b>							
a. Bottle Gas							
b. Natural Gas							
c. Elec Heat Pump			6	8	-		
d. Elec Resistance							
<b>Air Conditioning:</b>							
			8	11	-		
<b>Cooking:</b>							
a. Bottle Gas							
b. Natural Gas							
c. Electric			7	9	-		
<b>Other Electric:</b>							
Lights, Ref, etc.			25	35	-		
<b>Water Heating:</b>							
a. Bottle Gas							
b. Natural Gas							
c. Electric			18	24	-		
Water -			19	25			
Sewer -			26	33			
Total Elec			64	87	-		
Total Gas							
Range/Microwave (if Tenant Owned)	3.00						
Refrigerator (if Tenant Owned)	4.00						
<b>ACTUAL FAMILY ALLOWANCES (To be used by family to compute allowance. Complete below for actual unit rented.)</b>					<b>1 BR</b>	<b>2 BR</b>	
					<b>PER MONTH</b>	<b>PER MONTH</b>	
<b>UTILITY OR SERVICE</b>					<b>\$ COST</b>	<b>\$ COST</b>	
<b>NAME OF FAMILY:</b>							
Heating					6	8	
Air Conditioning					8	11	
Cooking					7	9	
Other Electric					25	35	
Water Heating					18	24	
Water					19	25	
Sewer					26	33	
Garbage Collection							
Range/Microwave (if Tenant Owned)							
Refrigerator (if Tenant Owned)							
Other (Specify)							
<b>NUMBER OF BEDROOMS:</b>							
<b>TOTAL</b>					109	145	



### LEGEND

UNIT TYPE	COUNT		
UNIT 'A' - ONE BEDROOM w/ STUDY	10 UNITS		
UNIT 'B' - ONE BEDROOM w/ STUDY - HANDICAP/R-SHWR	1 UNIT		
UNIT 'C' - ONE BEDROOM w/ STUDY - SENSORY	1 UNIT		
UNIT 'D' - TWO BEDROOM	14 UNITS		
UNIT 'E' - TWO BEDROOM - HANDICAP/R-SHWR	1 UNIT		
UNIT 'F' - TWO BEDROOM - SENSORY	1 UNIT		
UNIT 'G' - TWO BEDROOM w/ STUDY	27 UNITS		
UNIT 'H' - TWO BEDROOM w/ STUDY - HANDICAP/R-SHWR	1 UNIT		
<b>TOTAL UNITS</b>	<b>56 UNITS</b>		
<b>SITE AREA:</b>	<b>13.82 ACRES±</b>		
ZONING REQUIREMENTS	REQ'D	ACTUAL	
ZONING:	MFR		
SETBACKS:	FRONT	30'	30'
	SIDE	15'	15'
	REAR	25'	25'
PARKING SPACES:	112	112	

OWNER	
MAPLE SQUARE II APARTMENTS, L.P. 920 FLORENCE BLVD. FLORENCE, ALABAMA 35630	
ARCHITECT	
McKEAN & ASSOCIATES, ARCHITECTS, LLC 2315 EASTCHASE LANE MONTGOMERY, ALABAMA 36117	

**McKEAN & ASSOCIATES**  
ARCHITECTS  
L.L.C.  
ALABAMA

CONCEPTUAL SITE DEVELOPMENT PLAN  
**MAPLE SQUARE II**  
**APARTMENTS**  
JEFFERSON, GA



Sheet Title:  
CONCEPTUAL SITE PLAN

DCA No: 2018PA-017  
Date: 05-14-18  
Revised:

Drawn By: BTT  
Checked By: RLM

Sheet No:  
**CSDP-3**

HISTA 2.2 Summary Data

Jefferson PMA

© 2018 All rights reserved

Powered by Claritas

Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	99	56	35	56	20	266
\$10,000-20,000	26	26	30	150	10	242
\$20,000-30,000	39	138	81	25	50	333
\$30,000-40,000	72	96	73	23	62	326
\$40,000-50,000	13	62	84	91	20	270
\$50,000-60,000	3	21	54	0	2	80
\$60,000-75,000	8	72	75	66	73	294
\$75,000-100,000	0	7	17	73	33	130
\$100,000-125,000	0	7	14	7	100	128
\$125,000-150,000	0	0	1	7	14	22
\$150,000-200,000	0	0	18	0	7	25
\$200,000+	0	0	0	0	0	0
<b>Total</b>	<b>260</b>	<b>485</b>	<b>482</b>	<b>498</b>	<b>391</b>	<b>2,116</b>

Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	85	62	6	0	0	153
\$10,000-20,000	186	117	3	4	0	310
\$20,000-30,000	138	49	2	0	4	193
\$30,000-40,000	46	41	2	0	0	89
\$40,000-50,000	13	34	0	7	0	54
\$50,000-60,000	54	47	0	0	0	101
\$60,000-75,000	11	19	1	8	0	39
\$75,000-100,000	29	5	0	0	0	34
\$100,000-125,000	5	24	13	0	0	42
\$125,000-150,000	11	5	1	0	0	17
\$150,000-200,000	6	3	0	2	0	11
\$200,000+	3	6	0	0	0	9
<b>Total</b>	<b>587</b>	<b>412</b>	<b>28</b>	<b>21</b>	<b>4</b>	<b>1,052</b>

Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	27	33	1	0	0	61
\$10,000-20,000	155	72	2	0	0	229
\$20,000-30,000	96	37	0	0	4	137
\$30,000-40,000	41	40	0	0	0	81
\$40,000-50,000	12	22	0	0	0	34
\$50,000-60,000	31	23	0	0	0	54
\$60,000-75,000	7	19	1	0	0	27
\$75,000-100,000	11	5	0	0	0	16
\$100,000-125,000	3	24	13	0	0	40
\$125,000-150,000	2	0	0	0	0	2
\$150,000-200,000	2	0	0	0	0	2
\$200,000+	1	1	0	0	0	2
<b>Total</b>	<b>388</b>	<b>276</b>	<b>17</b>	<b>0</b>	<b>4</b>	<b>685</b>

Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	184	118	41	56	20	419
\$10,000-20,000	212	143	33	154	10	552
\$20,000-30,000	177	187	83	25	54	526
\$30,000-40,000	118	137	75	23	62	415
\$40,000-50,000	26	96	84	98	20	324
\$50,000-60,000	57	68	54	0	2	181
\$60,000-75,000	19	91	76	74	73	333
\$75,000-100,000	29	12	17	73	33	164
\$100,000-125,000	5	31	27	7	100	170
\$125,000-150,000	11	5	2	7	14	39
\$150,000-200,000	6	3	18	2	7	36
\$200,000+	3	6	0	0	0	9
<b>Total</b>	<b>847</b>	<b>897</b>	<b>510</b>	<b>519</b>	<b>395</b>	<b>3,168</b>

HISTA 2.2 Summary Data

Jefferson PMA

© 2018 All rights reserved

Powered by Claritas

Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	16	41	52	21	2	132
\$10,000-20,000	44	99	52	7	0	202
\$20,000-30,000	110	57	118	47	13	345
\$30,000-40,000	48	127	41	113	108	437
\$40,000-50,000	58	156	280	55	83	632
\$50,000-60,000	45	419	86	286	177	1,013
\$60,000-75,000	57	173	203	295	225	953
\$75,000-100,000	37	208	421	389	408	1,463
\$100,000-125,000	14	114	216	357	257	958
\$125,000-150,000	1	108	104	109	20	342
\$150,000-200,000	0	122	180	148	123	573
\$200,000+	0	5	77	113	69	264
<b>Total</b>	<b>430</b>	<b>1,629</b>	<b>1,830</b>	<b>1,940</b>	<b>1,485</b>	<b>7,314</b>

Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	117	123	25	9	4	278
\$10,000-20,000	377	174	68	50	3	672
\$20,000-30,000	282	290	8	2	33	615
\$30,000-40,000	123	309	74	56	24	586
\$40,000-50,000	202	368	58	5	18	651
\$50,000-60,000	128	205	79	37	30	479
\$60,000-75,000	79	387	91	35	50	642
\$75,000-100,000	82	382	141	27	39	671
\$100,000-125,000	21	291	40	49	12	413
\$125,000-150,000	39	93	29	47	8	216
\$150,000-200,000	13	138	27	17	13	208
\$200,000+	22	78	19	3	8	130
<b>Total</b>	<b>1,485</b>	<b>2,838</b>	<b>659</b>	<b>337</b>	<b>242</b>	<b>5,561</b>

Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	108	80	11	4	2	205
\$10,000-20,000	275	128	56	43	2	504
\$20,000-30,000	225	200	8	2	33	468
\$30,000-40,000	66	239	31	16	22	374
\$40,000-50,000	74	291	47	5	18	435
\$50,000-60,000	102	151	54	12	6	325
\$60,000-75,000	50	207	62	35	31	385
\$75,000-100,000	48	244	86	2	34	414
\$100,000-125,000	20	142	20	21	10	213
\$125,000-150,000	26	61	13	18	7	125
\$150,000-200,000	3	54	7	1	2	67
\$200,000+	13	34	4	0	5	56
<b>Total</b>	<b>1,010</b>	<b>1,831</b>	<b>399</b>	<b>159</b>	<b>172</b>	<b>3,571</b>

Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	133	164	77	30	6	410
\$10,000-20,000	421	273	120	57	3	874
\$20,000-30,000	392	347	126	49	46	960
\$30,000-40,000	171	436	115	169	132	1,023
\$40,000-50,000	260	524	338	60	101	1,283
\$50,000-60,000	173	624	165	323	207	1,492
\$60,000-75,000	136	560	294	330	275	1,595
\$75,000-100,000	119	590	562	416	447	2,134
\$100,000-125,000	35	405	256	406	269	1,371
\$125,000-150,000	40	201	133	156	28	558
\$150,000-200,000	13	260	207	165	136	781
\$200,000+	22	83	96	116	77	394
<b>Total</b>	<b>1,915</b>	<b>4,467</b>	<b>2,489</b>	<b>2,277</b>	<b>1,727</b>	<b>12,875</b>

HISTA 2.2 Summary Data

Jefferson PMA

© 2018 All rights reserved

Powered by Claritas

Renter Households						
Age 15 to 54 Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	100	43	39	50	30	262
\$10,000-20,000	18	28	26	167	11	250
\$20,000-30,000	57	119	92	21	61	350
\$30,000-40,000	91	82	68	21	80	342
\$40,000-50,000	10	73	76	64	23	246
\$50,000-60,000	3	18	56	1	4	82
\$60,000-75,000	8	54	83	69	92	306
\$75,000-100,000	0	5	14	87	36	142
\$100,000-125,000	0	6	14	11	149	180
\$125,000-150,000	0	0	2	19	19	40
\$150,000-200,000	1	0	15	0	4	20
\$200,000+	1	1	0	0	0	2
<b>Total</b>	<b>289</b>	<b>429</b>	<b>485</b>	<b>510</b>	<b>509</b>	<b>2,222</b>

Renter Households						
Aged 55+ Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	75	56	3	3	3	140
\$10,000-20,000	196	117	4	8	0	325
\$20,000-30,000	158	66	1	0	7	232
\$30,000-40,000	37	49	3	1	1	91
\$40,000-50,000	10	35	0	6	0	51
\$50,000-60,000	47	42	1	2	0	92
\$60,000-75,000	10	25	2	11	1	49
\$75,000-100,000	33	5	2	1	1	42
\$100,000-125,000	8	25	13	1	0	47
\$125,000-150,000	18	15	1	1	0	35
\$150,000-200,000	11	5	3	2	0	21
\$200,000+	16	7	1	4	0	28
<b>Total</b>	<b>619</b>	<b>447</b>	<b>34</b>	<b>40</b>	<b>13</b>	<b>1,153</b>

Renter Households						
Aged 62+ Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	30	29	0	3	2	64
\$10,000-20,000	166	80	3	2	0	251
\$20,000-30,000	122	59	0	0	5	186
\$30,000-40,000	34	48	1	1	1	85
\$40,000-50,000	9	24	0	1	0	34
\$50,000-60,000	30	19	1	2	0	52
\$60,000-75,000	8	25	2	1	1	37
\$75,000-100,000	10	5	1	1	1	18
\$100,000-125,000	6	25	13	1	0	45
\$125,000-150,000	6	4	0	1	0	11
\$150,000-200,000	1	1	0	0	0	2
\$200,000+	5	1	1	1	0	8
<b>Total</b>	<b>427</b>	<b>320</b>	<b>22</b>	<b>14</b>	<b>10</b>	<b>793</b>

Renter Households						
All Age Groups						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	175	99	42	53	33	402
\$10,000-20,000	214	145	30	175	11	575
\$20,000-30,000	215	185	93	21	68	582
\$30,000-40,000	128	131	71	22	81	433
\$40,000-50,000	20	108	76	70	23	297
\$50,000-60,000	50	60	57	3	4	174
\$60,000-75,000	18	79	85	80	93	355
\$75,000-100,000	33	10	16	88	37	184
\$100,000-125,000	8	31	27	12	149	227
\$125,000-150,000	18	15	3	20	19	75
\$150,000-200,000	12	5	18	2	4	41
\$200,000+	17	8	1	4	0	30
<b>Total</b>	<b>908</b>	<b>876</b>	<b>519</b>	<b>550</b>	<b>522</b>	<b>3,375</b>

HISTA 2.2 Summary Data

Jefferson PMA

© 2018 All rights reserved

Powered by Claritas

Owner Households						
Age 15 to 54 Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	26	23	53	19	1	122
\$10,000-20,000	34	75	53	9	2	173
\$20,000-30,000	121	51	111	34	17	334
\$30,000-40,000	37	90	27	81	79	314
\$40,000-50,000	47	119	228	62	51	507
\$50,000-60,000	40	340	79	223	157	839
\$60,000-75,000	55	142	176	284	238	895
\$75,000-100,000	35	199	442	338	448	1,462
\$100,000-125,000	28	117	264	360	312	1,081
\$125,000-150,000	5	188	171	165	42	571
\$150,000-200,000	0	151	227	186	154	718
\$200,000+	0	15	150	238	138	541
<b>Total</b>	<b>428</b>	<b>1,510</b>	<b>1,981</b>	<b>1,999</b>	<b>1,639</b>	<b>7,557</b>

Owner Households						
Aged 55+ Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	148	133	24	9	6	320
\$10,000-20,000	382	175	70	69	4	700
\$20,000-30,000	292	283	7	2	36	620
\$30,000-40,000	110	290	81	43	22	546
\$40,000-50,000	188	416	59	6	26	695
\$50,000-60,000	142	206	87	35	25	495
\$60,000-75,000	79	397	104	46	56	682
\$75,000-100,000	84	427	160	26	69	766
\$100,000-125,000	27	372	57	73	23	552
\$125,000-150,000	79	223	56	71	16	445
\$150,000-200,000	20	144	33	17	21	235
\$200,000+	44	142	31	7	13	237
<b>Total</b>	<b>1,595</b>	<b>3,208</b>	<b>769</b>	<b>404</b>	<b>317</b>	<b>6,293</b>

Owner Households						
Aged 62+ Years						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	136	85	9	4	4	238
\$10,000-20,000	294	137	54	63	2	550
\$20,000-30,000	247	203	7	2	36	495
\$30,000-40,000	61	235	43	15	21	375
\$40,000-50,000	84	319	53	6	26	488
\$50,000-60,000	115	144	67	14	7	347
\$60,000-75,000	57	223	76	46	40	442
\$75,000-100,000	49	305	113	4	64	535
\$100,000-125,000	24	230	36	45	21	356
\$125,000-150,000	53	163	27	31	13	287
\$150,000-200,000	10	63	4	1	6	84
\$200,000+	33	65	6	1	10	115
<b>Total</b>	<b>1,163</b>	<b>2,172</b>	<b>495</b>	<b>232</b>	<b>250</b>	<b>4,312</b>

Owner Households						
All Age Groups						
Year 2018 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	174	156	77	28	7	442
\$10,000-20,000	416	250	123	78	6	873
\$20,000-30,000	413	334	118	36	53	954
\$30,000-40,000	147	380	108	124	101	860
\$40,000-50,000	235	535	287	68	77	1,202
\$50,000-60,000	182	546	166	258	182	1,334
\$60,000-75,000	134	539	280	330	294	1,577
\$75,000-100,000	119	626	602	364	517	2,228
\$100,000-125,000	55	489	321	433	335	1,633
\$125,000-150,000	84	411	227	236	58	1,016
\$150,000-200,000	20	295	260	203	175	953
\$200,000+	44	157	181	245	151	778
<b>Total</b>	<b>2,023</b>	<b>4,718</b>	<b>2,750</b>	<b>2,403</b>	<b>1,956</b>	<b>13,850</b>

HISTA 2.2 Summary Data

Jefferson PMA

© 2018 All rights reserved

Powered by Claritas

Renter Households						
Age 15 to 54 Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	86	35	38	57	28	244
\$10,000-20,000	16	20	23	146	12	217
\$20,000-30,000	46	106	91	19	63	325
\$30,000-40,000	78	69	66	28	88	329
\$40,000-50,000	5	65	70	70	24	234
\$50,000-60,000	1	17	69	3	6	96
\$60,000-75,000	10	56	91	76	99	332
\$75,000-100,000	0	7	19	97	39	162
\$100,000-125,000	0	11	16	14	177	218
\$125,000-150,000	1	0	4	24	22	51
\$150,000-200,000	0	0	22	0	5	27
\$200,000+	0	0	0	4	1	5
<b>Total</b>	<b>243</b>	<b>386</b>	<b>509</b>	<b>538</b>	<b>564</b>	<b>2,240</b>

Renter Households						
Aged 55+ Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	84	57	4	4	1	150
\$10,000-20,000	199	125	7	8	0	339
\$20,000-30,000	170	72	2	3	9	256
\$30,000-40,000	51	55	5	2	1	114
\$40,000-50,000	13	36	0	9	1	59
\$50,000-60,000	58	57	1	4	0	120
\$60,000-75,000	17	31	1	15	5	69
\$75,000-100,000	36	9	1	3	1	50
\$100,000-125,000	10	37	15	1	2	65
\$125,000-150,000	29	18	4	2	2	55
\$150,000-200,000	13	8	1	4	4	30
\$200,000+	23	15	0	4	0	42
<b>Total</b>	<b>703</b>	<b>520</b>	<b>41</b>	<b>59</b>	<b>26</b>	<b>1,349</b>

Renter Households						
Aged 62+ Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	36	30	1	4	1	72
\$10,000-20,000	171	85	6	4	0	266
\$20,000-30,000	136	63	0	2	9	210
\$30,000-40,000	47	54	2	2	1	106
\$40,000-50,000	12	25	0	1	1	39
\$50,000-60,000	39	30	1	4	0	74
\$60,000-75,000	15	31	1	1	5	53
\$75,000-100,000	13	9	1	2	1	26
\$100,000-125,000	7	36	15	1	2	61
\$125,000-150,000	9	5	2	1	2	19
\$150,000-200,000	1	0	0	1	3	5
\$200,000+	5	6	0	0	0	11
<b>Total</b>	<b>491</b>	<b>374</b>	<b>29</b>	<b>23</b>	<b>25</b>	<b>942</b>

Renter Households						
All Age Groups						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	170	92	42	61	29	394
\$10,000-20,000	215	145	30	154	12	556
\$20,000-30,000	216	178	93	22	72	581
\$30,000-40,000	129	124	71	30	89	443
\$40,000-50,000	18	101	70	79	25	293
\$50,000-60,000	59	74	70	7	6	216
\$60,000-75,000	27	87	92	91	104	401
\$75,000-100,000	36	16	20	100	40	212
\$100,000-125,000	10	48	31	15	179	283
\$125,000-150,000	30	18	8	26	24	106
\$150,000-200,000	13	8	23	4	9	57
\$200,000+	23	15	0	8	1	47
<b>Total</b>	<b>946</b>	<b>906</b>	<b>550</b>	<b>597</b>	<b>590</b>	<b>3,589</b>

**HISTA 2.2 Summary Data**

**Jefferson PMA**

© 2018 All rights reserved

Powered by Claritas

<b>Owner Households</b>						
Age 15 to 54 Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	19	15	48	13	2	97
\$10,000-20,000	23	50	38	9	1	121
\$20,000-30,000	98	43	104	30	14	289
\$30,000-40,000	28	68	25	76	75	272
\$40,000-50,000	34	94	173	45	52	398
\$50,000-60,000	44	273	75	219	168	779
\$60,000-75,000	56	115	168	265	229	833
\$75,000-100,000	30	178	428	327	464	1,427
\$100,000-125,000	38	111	256	341	316	1,062
\$125,000-150,000	5	215	186	189	53	648
\$150,000-200,000	0	161	284	212	201	858
\$200,000+	2	13	197	313	194	719
<b>Total</b>	<b>377</b>	<b>1,336</b>	<b>1,982</b>	<b>2,039</b>	<b>1,769</b>	<b>7,503</b>

<b>Owner Households</b>						
Aged 55+ Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	170	140	29	12	4	355
\$10,000-20,000	400	162	77	72	4	715
\$20,000-30,000	314	299	13	4	40	670
\$30,000-40,000	126	314	90	49	23	602
\$40,000-50,000	197	406	71	9	27	710
\$50,000-60,000	163	235	93	46	19	556
\$60,000-75,000	94	440	135	55	67	791
\$75,000-100,000	103	506	197	41	91	938
\$100,000-125,000	27	448	74	89	28	666
\$125,000-150,000	105	306	85	92	19	607
\$150,000-200,000	29	196	46	26	30	327
\$200,000+	63	219	66	17	17	382
<b>Total</b>	<b>1,791</b>	<b>3,671</b>	<b>976</b>	<b>512</b>	<b>369</b>	<b>7,319</b>

<b>Owner Households</b>						
Aged 62+ Years						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	158	91	14	6	3	272
\$10,000-20,000	318	129	60	68	2	577
\$20,000-30,000	270	228	12	3	39	552
\$30,000-40,000	72	261	47	22	23	425
\$40,000-50,000	97	319	63	9	27	515
\$50,000-60,000	132	169	75	18	5	399
\$60,000-75,000	70	262	96	55	48	531
\$75,000-100,000	67	364	147	6	86	670
\$100,000-125,000	26	285	48	58	26	443
\$125,000-150,000	72	237	39	43	17	408
\$150,000-200,000	12	96	6	2	8	124
\$200,000+	49	110	15	6	15	195
<b>Total</b>	<b>1,343</b>	<b>2,551</b>	<b>622</b>	<b>296</b>	<b>299</b>	<b>5,111</b>

<b>Owner Households</b>						
All Age Groups						
Year 2023 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	189	155	77	25	6	452
\$10,000-20,000	423	212	115	81	5	836
\$20,000-30,000	412	342	117	34	54	959
\$30,000-40,000	154	382	115	125	98	874
\$40,000-50,000	231	500	244	54	79	1,108
\$50,000-60,000	207	508	168	265	187	1,335
\$60,000-75,000	150	555	303	320	296	1,624
\$75,000-100,000	133	684	625	368	555	2,365
\$100,000-125,000	65	559	330	430	344	1,728
\$125,000-150,000	110	521	271	281	72	1,255
\$150,000-200,000	29	357	330	238	231	1,185
\$200,000+	65	232	263	330	211	1,101
<b>Total</b>	<b>2,168</b>	<b>5,007</b>	<b>2,958</b>	<b>2,551</b>	<b>2,138</b>	<b>14,822</b>

**POPULATION DATA**

© 2018 All rights reserved

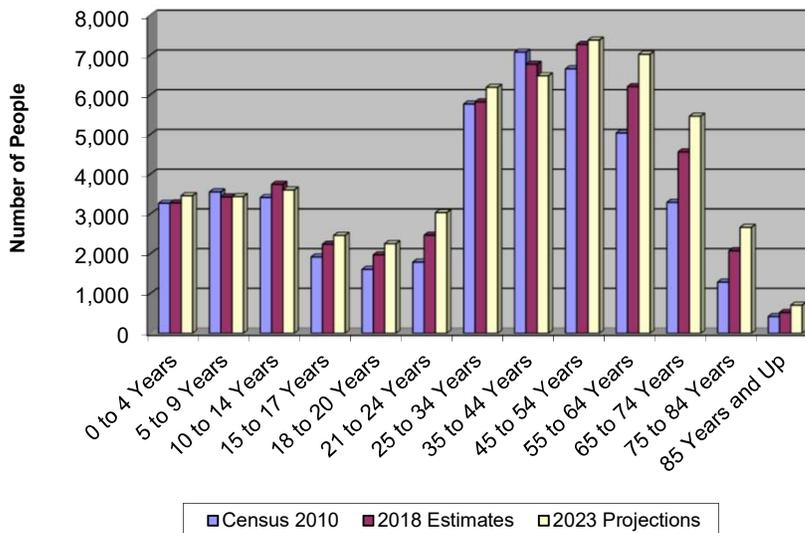
Claritas

Population by Age & Sex Jefferson PMA											
Census 2010				Current Year Estimates - 2018				Five-Year Projections - 2023			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	1,679	1,588	<b>3,267</b>	0 to 4 Years	1,714	1,563	<b>3,277</b>	0 to 4 Years	1,767	1,692	<b>3,459</b>
5 to 9 Years	1,807	1,747	<b>3,554</b>	5 to 9 Years	1,819	1,610	<b>3,429</b>	5 to 9 Years	1,796	1,640	<b>3,436</b>
10 to 14 Years	1,757	1,655	<b>3,412</b>	10 to 14 Years	1,931	1,813	<b>3,744</b>	10 to 14 Years	1,911	1,692	<b>3,603</b>
15 to 17 Years	998	922	<b>1,920</b>	15 to 17 Years	1,136	1,103	<b>2,239</b>	15 to 17 Years	1,264	1,197	<b>2,461</b>
18 to 20 Years	830	776	<b>1,606</b>	18 to 20 Years	1,019	953	<b>1,972</b>	18 to 20 Years	1,174	1,078	<b>2,252</b>
21 to 24 Years	964	826	<b>1,790</b>	21 to 24 Years	1,261	1,206	<b>2,467</b>	21 to 24 Years	1,553	1,482	<b>3,035</b>
25 to 34 Years	2,832	2,933	<b>5,765</b>	25 to 34 Years	2,959	2,859	<b>5,818</b>	25 to 34 Years	3,167	3,020	<b>6,187</b>
35 to 44 Years	3,611	3,461	<b>7,072</b>	35 to 44 Years	3,340	3,428	<b>6,768</b>	35 to 44 Years	3,190	3,289	<b>6,479</b>
45 to 54 Years	3,426	3,226	<b>6,652</b>	45 to 54 Years	3,693	3,574	<b>7,267</b>	45 to 54 Years	3,699	3,676	<b>7,375</b>
55 to 64 Years	2,407	2,629	<b>5,036</b>	55 to 64 Years	3,067	3,137	<b>6,204</b>	55 to 64 Years	3,488	3,531	<b>7,019</b>
65 to 74 Years	1,574	1,717	<b>3,291</b>	65 to 74 Years	2,122	2,439	<b>4,561</b>	65 to 74 Years	2,575	2,885	<b>5,460</b>
75 to 84 Years	546	741	<b>1,287</b>	75 to 84 Years	908	1,166	<b>2,074</b>	75 to 84 Years	1,155	1,508	<b>2,663</b>
85 Years and Up	140	281	<b>421</b>	85 Years and Up	170	352	<b>522</b>	85 Years and Up	250	455	<b>705</b>
<b>Total</b>	<b>22,571</b>	<b>22,502</b>	<b>45,073</b>	<b>Total</b>	<b>25,139</b>	<b>25,203</b>	<b>50,342</b>	<b>Total</b>	<b>26,989</b>	<b>27,145</b>	<b>54,134</b>
55+ Years	4,667	5,368	10,035	55+ Years	6,267	7,094	13,361	55+ Years	7,468	8,379	15,847
62+ Years	n/a	n/a	6,485	62+ Years	n/a	n/a	8,810	62+ Years	n/a	n/a	10,757
<b>Median Age:</b>	<b>36.7</b>			<b>Median Age:</b>	<b>38.3</b>			<b>Median Age:</b>	<b>39.1</b>		

Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC  
 www.ribbondata.com  
 Tel: 916-880-1644

**Population by Age  
Jefferson PMA**



Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC  
 www.ribbondata.com  
 Tel: 916-880-1644